



KP Green Engineering Limited

(Formerly known as K P Buildcon Pvt. Ltd.)

A COMPANY TO SOLVE THE DIFFICULTIES



KPGE/MAT/DEC/2024/45

Date: December 04, 2024

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

Scrip Code: 544150

Sub.: Transcript of Investors/Analysts Earnings Conference Call held on November 29, 2024

Ref: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“SEBI Listing Regulations”).

Dear Sir/Madam,

Further to our communication dated November 26, 2024 and November 29, 2024, please find enclosed the transcript of the Earning Conference Call held on Friday, November 29, 2024 at 04:00 PM (IST) to discuss the unaudited standalone & consolidated financial results for the half year ended September 30, 2024.

The said Transcript is also available on the website of the Company at www.kpgreenengineering.com.

We request you to take the same on your record.

Thanking you,

Yours faithfully,

KP Green Engineering Limited
(Formerly Known as K P Buildcon Private Limited)

Muinulhaque Iqbalhusen Kadva

Whole Time Director

DIN: 07661317

Encl.: a/a



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KP Green Engineering Limited

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A COMPANY TO SOLVE THE DIFFICULTIES

An ISO 9001:2015 Certified Company

“KP Green Engineering Limited H1 FY '25 Earnings Conference Call”

November 29, 2024

KP Green Engineering Limited

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**MANAGEMENT: MR. MUINULHAQUE KADVA – WHOLE-TIME
DIRECTOR – KP GREEN ENGINEERING LIMITED
MR. SALIM YAHOO – GROUP CHIEF FINANCIAL
OFFICER – KP GROUP
MR. ASHFAK KHAN - CHIEF ACCOUNTS OFFICER
– KP GREEN ENGINEERING LIMITED
MR. SIDDHARTH THAKUR – EXECUTIVE
ASSISTANT TO CMD**

Moderator: Ladies and gentlemen, good day and welcome to KP Green Engineering Limited H1 FY25 Earnings Conference Call. As a reminder, all participant 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 the star, then zero on a touch-tone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Siddharth Thakur. Thank you and over to you, sir.

Siddharth Thakur: Good evening, everyone. First of all, thanks for joining today's conference call for KP Green Engineering. Post-IPO, we have seen a very strong investor interest and we have met a lot of stakeholders who have expressed a shared vision as well as the values that we are committed to at KP Green Engineering.

Given that this is the first time that we would be doing an earnings conference call, I welcome you all to a flagship moment in KP Green Engineering's history. As you would be well aware, KP Green Engineering is the flagship manufacturing entity of KP Group and we pride ourselves in being a one-stop solution for sustainable renewable energy infrastructure and heavy engineering. We operate in multiple key sectors and renewable energy, telecom, and urban infrastructure are some of the prominent sectors which have seen growth in India's vision as well as something that we are gaining increased foothold in.

During this call, we will aim to provide a comprehensive overview of our strategic direction, operational developments, and the path we are paving for long-term value creation. On the call with me, we have Mr. Muinulhaque Kadva, who is the Whole-Time Director at KP Green Engineering. Unfortunately, our CFO, Mr. Pravin Singh, was called away due to personal emergency. In his place, we have Mr. Salim Yahoo, who is the Group's CFO at KP Group, and Mr. Ashfak Khan, who is the Chief Accounts Officer at KP Green Engineering.

Now, I'll hand over the call to Mr. Salim Yahoo, who will give a brief introduction into KP Green Engineering's overview for this half yearly, and then we can begin with Q&A. Over to you, Mr. Salim.

Salim Yahoo: Thanks, Siddharth. Good evening, esteemed investors and stakeholders. I extend my warm welcome to this conference call.

It is an honor to address you all today and share the remarkable journey of KP Green Engineering Limited over the past six months post its listing. Accompanying me today are Mr. Muinulhaque Kadva, our Whole-Time Director, Mr. Ashfak Khan, our Chief Accounts Officer, and Siddharth. So, let us go to the key highlights, our financial highlights of our FY25.

The first half of FY25 was extraordinary for us, marked by a significant milestone and robust financial performance. Speaking about the revenue growth, consolidated revenue surged 156% year-on-year, reaching INR267 crores in half H1 FY25, compared to INR104 crores in H1 FY24. This achievement reflects our commitment to operational excellence and the growing demand across our diverse product and service portfolio.

On the profitability metrics, EBITDA rose by an impressive 147%, standing at INR43.8 crores for the first half-year PAT. That is, profit after tax saw 150% growth, reaching INR27.6 crores, underscoring our improved efficiency and strategic marketing positioning. Our EPS improved from INR3.08 in H1 FY24 to INR5.50 in H1 FY25, highlighting our commitment to delivering consistent shareholder value.

Speaking about the operational achievement, facility expansion, two new facilities were added at Kural and Por, effectively enhancing our operational capacity to 1,06,500 metric tons per annum. The construction of our state-of-the-art facility at Matar, for which we brought the IPO, with a planned capacity of 294 metric tons per annum, is progressively on schedule and aiming for partial operation in Q1 FY26.

Moving on to the order book and market entry, our order book as of H1 FY25 stood at an impressive figure of INR450 crores. Notably, we secured our first export order from the renowned U.S.-based solar tracker manufacturer and became the L1 bidder for the railway Ajmer division tender, signaling our entry into the railway infrastructure heavy engineering segment also.

The financial stability and ratios also improved our liquidity and leverage. The current ratio improved from 1.47 in H1 FY24 to 2.03 in H1 FY25, demonstrating a better liquidity management. Similarly, debt-to-equity ratio reduced significantly from 1.12 to 0.51, reflecting our focus on deliberating and financial prudence. Asset expansion, non-current assets grew by 153%, driven by our ongoing investment in the cutting-edge infrastructure and capacity expansions. So overall, the company has surpassed all its parameters on the financial metrics, you can say, as compared to its previous track. So I want to thank our dedicated team, customers, and stakeholders for their continued support and trust.

Together we are not only driving growth but also contributing to sustainable progress in India's renewable and infrastructure sectors. As we always say, we remain committed to delivering consistent value to our shareholders and achieving our ambitious goals for the coming years. I thank all of you for spending your time and joining us in this call.

I now request the moderator to open the floor for a question-and-answer session.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Kush Shah from NEXA. Please go ahead.

Kush Shah: Yes, so congratulations, sir, for the excellent set of numbers in H1 FY25. So, my question revolves around the planned capacity expansion and the current operational performance of H2. I mean, what is the outlook?

So, see, one thing, sir, as you are mentioning that by Q1 FY26, we are planning to partially commission this Matar facility, which is 2.94 Lakhs. So, I think, first of all, I want to clarify one thing that currently we have around 1 lakh MTP of capacity and the Matar facility of 2.94 lakhs, it is a totally different facility. So, put together, it will be 3.94 Lakhs, correct?

Salim Yahoo: Yes, almost, yes. Okay.

- Kush Shah:** So, as you mentioned, the order book as of 1st October was around INR450 crores. So, I mean, let us assume that with the current capacity in place, how much of the, I mean, how much peak revenue is possible with current capacity itself? So, ignoring the planned expansion of Matar, what kind of revenue can achieve with current capacity in place?
- Salim Yahoo:** See, we have taken an impressive target of almost doubling what we have done last year and order book is also there. We also have the capacity in place. Now, it is up to a lot of other factors which needs to be considered, like what timing it takes for execution and also what time the customer wants that order, also the customization and everything. But, as I can show that, yes, we are targeting to double our revenue this year. Okay.
- Kush Shah:** So, sir, this INR450 crores of revenue is executed, I mean, will be executed over what period of time? Let us say, I mean, 6 months, 12 months, 18 months. I guess it is around 6 to 8 months, correct? If I am not wrong?
- Salim Yahoo:** Yes, it will be around 6 to 8 months.
- Kush Shah:** Okay, okay. And, sir, just one last question. So, basically, on the new order inflow, so any guidance on that part, I mean, because as you are coming up with such a large capacity, so, I mean, what kind of order visibility we are looking into?
- Salim Yahoo:** See, we, when we look at our, you know, the entire pipeline that we have, there is a huge pipeline and we have, because you all are aware that, you know, KP group, this manufacturing unit is state-of-the-art facility and it is a one-stop solution for infrastructure or renewable energy. And renewable energy sector itself is doing very well. So, naturally, we will have a big order over here.
- Now, it is up to us that, you know, but minimum growth rate that we look at year-on-year is at least 50% year-on-year will try to grow after FY25.
- Kush Shah:** Okay, after FY25. And, sir, basically, H2 is better than H1. So, is there a kind of cyclicity in the business that, I mean, is there a cyclicity?
- Salim Yahoo:** See, there is also seasonality because of the rains, because a lot of capex gets installed or you can say they get, you know, put on hold because of the rains and everything. Because, see, when you do -- our infrastructure requirement only happens when there is a capex going on and that's where we are into. So, during the first H1, you will have a little bit because of the seasonality. And also that, later, most of the capex happens in the second half because of the depreciation and other benefits that customer gets. So, always H2 will be better compared to H1.
- Moderator:** Thank you. The next question is from the line of Dr. Jimmy, an individual investor. Please go ahead.
- Dr. Jimmy:** Congratulations, sir, for the great set of numbers. Sir, my small query was that currently we are running with 1 lakh metric ton capacity. Okay. So what will be our capacity utilization at the end of first half?

- Salim Yahoo:** At the end of first half?
- Dr. Jimmy:** Yes, yes. Currently H1 FY '25, what was our capacity utilization? And when can we reach 100% utilization?
- Salim Yahoo:** Utilization was there. So, you can say that around 40,000 or 50,000 metric tons would be the utilization.
- Dr. Jimmy:** Okay, okay. And, sir, can we throw some light on the margins of our new facility? Matar plant will have some, I have read the investor presentation that there were some new products. So, what can be the margin? Can we show some improvement or the current margin will be also in FY '26?
- Salim Yahoo:** The characteristic of our business is dependent upon a lot of products that we do, right. So, margins of our business depend upon the customization, depends upon other factors so, one thing we can tell you that we are able to sustain our existing margin, which is EBITDA of around 15% to 16% and a PAT of around 10% to 11% to 12%. So, that is here. We will surely try our best to improve this going forward. But it depends upon the product mix that we are doing and depend upon the validation that more we do on the product.
- Dr. Jimmy:** Okay, okay, sir. And, sir, one last question from my side that you told just now that the part of the 2,94,000 metric ton Matar plant is going live in quarter one. So, when can we expect that a whole of the capacity or a whole of the plant goes live?
- Salim Yahoo:** You can say approximately, in the FY '26, First half of the year we will be able to complete the entire plant which be ready most probably. And post that, it depends upon the utilization, the top line will be different.
- Moderator:** The next question is from the line of Suraj Sali, an individual investor. Please go ahead.
- Suraj Sali:** First of all, congratulations for a great set of numbers. I have two to three questions. Do you have any plans for any inorganic growth as per companies in this transmission sector and put your efforts to grow it so that you can...
- Salim Yahoo:** Suraj, if you can just step a little bit away from the mic because the voice is cracking.
- Suraj Sali:** Okay. My question is that actually KP Green is growing so fast and now transmission sector is also growing. So, do you have any plan for any inorganic growth like acquiring some companies in transmission sector?
- Salim Yahoo:** You are talking about inorganic growth, right?
- Suraj Sali:** Yes, yes, yes.
- Salim Yahoo:** Yes, yes. You see, if you can see that, we have taken up a factory in Kural and Por. So, it is kind of an inorganic rather than waiting for the new factory set up adding capacity. So, we always, I mean, look out, but it should be a valuable proposition. Only then we will look out. But at present, there is nothing on our plate with respect to any inorganic growth.

- Suraj Sali:** Okay. And we have seen some videos regarding vision of Mr. Faruk Patel to expand globally. So, do you have any target for Middle East, basically Abu Dhabi and Saudi Arabia area that is really growing for renewable energy sector?
- Salim Yahoo:** I can only tell you that we have plans. We have plans going globally also, which I said in our KPI Green Investment Presentation call also. So, we are surely going to go globally. And remember, once KP Group goes globally, all its companies also will be going, because it's a synergy that we work with. So, automatically, if KPI goes out of India, so automatically there will be work, which will be there for KP Energy, KP Green Engineering also. But keeping in mind the confidentiality of the deals, we have not disclosed anything till now.
- Suraj Sali:** Okay, okay, understood, sir. My last question, with this capacity expansion, can you please give some guidance for FY '25-'27, how much revenue you are going to target actually?
- Salim Yahoo:** Yes, as I told you, the capacity will increase substantially and growth that we have taken conservative is at least 50% year-on-year growth after FY '25 is something which we already have in place. It can be more also.
- Suraj Sali:** Can we expect INR5,000 crores revenue by FY '27?
- Salim Yahoo:** It depends upon the mix. See, if I look at 50% growth, it is not 5,000. But yes, we have a capacity, depending upon the mix, depending upon the product that we will be doing, depending upon the market scenario in those years, everything will be factors which will derive our top line.
- Moderator:** The next question is from the line of Rupesh Sharma from CanCan Capital. Please go ahead.
- Rupesh Sharma:** So, I just wanted to confirm what is the capacity utilization as on September end? Did you mention it is 50%?
- Salim Yahoo:** Yes, around 40% to 50%.
- Rupesh Sharma:** And with regards to the market capacity, you told it will come live next year sometime, right? And the full capacity will come by around September 2025? Is that right?
- Salim Yahoo:** No, no, no. I'm saying '26, FY '25-'26, I said, not '25 September.
- Rupesh Sharma:** Okay, FY '25-'26, Yes, September, okay. By then can we expect to utilize that capacity fully, sir? Any timelines on that?
- Salim Yahoo:** Yes, I just, in the previous question, I explained that utilization depends upon a lot of other factors, depending upon the sectors that which we are into, depending upon our customers segments and everything, depending upon the product, depending upon the technology at that time period. We have the factory ready, and we expect that, yes, there is a lot of demand. So, we will -- it depends. I mean, at that time, if the demand increases substantially, we should be prepared for that. So, that is our thought set. So, it's not necessarily that the entire capacity will be utilized in a particular year or something. It depends upon how we can keep on increasing.

- Moderator:** Thank you. The next question is from the line of Dhruv Jariwala from Dhan Enterprises . Please go ahead.
- Dhruv Jariwala:** So, my question is, can I get bifurcation of KP Group orders or government orders, like percentage-wise? What is the percentage of order book of KP Group?
- Salim Yahoo:** At present, in this half year, it was around 40% of KP Group and rest was from outsiders. And this increased a little bit because there was some urgency at the KP Group also that we need to execute some project urgently. So, priority was given to the KP Group orders.
- Dhruv Jariwala:** Okay. And can you tell me what are the percentage of government orders? Is KP Engineering interested in government orders more or KP Group orders more? I need to know...
- Salim Yahoo:** See, if you bifurcate the orders, there is KP Group orders, which is around 30% to 40%. There is outside orders, which include government as well as private customers. Now, in this government, all the transmission companies of government are included. So, we get order from them. We also get order from railways, as I told a few minutes back also.
- We get order from international private players also. So, you can say 50-50 mix to the outsiders, that is government as well as private companies and in 30% to 40% of KP Group.
- Dhruv Jariwala:** Okay, sir thank you. And my next question is, can we see something more big in future from export orders? I mean, last month we received order from USA company. So, is there any more visibility or we are bidding something big from that company?
- Salim Yahoo:** Surely, one thing is there, KP Group enters wherever there is a big opportunity. So, I will not be giving more details about it, but always remember that we are there when there is a big opportunity and this is the start of that opportunity.
- Moderator:** The next question is from the line of Shiv Sharma, an individual investor. Please go ahead.
- Shiv Sharma:** Hi, good afternoon, sir. Congratulations for the great set of numbers. Just to reiterate, so 40% of revenue comes from KP Group and others from 3rd parties, right?
- Management:** Yes.
- Shiv Sharma:** Okay. So, if you want to grow more, do you think we need to reduce the OPM margin going forward?
- Salim Yahoo:** I didn't get your question. sorry can you repeat the question.
- Shiv Sharma:** If you want to add on more clients or you want to scale to be a big player, what do you think, like you have to reduce your OPM margins for that, for getting new orders or you can stay with the same margin that you have today?
- Salim Yahoo:** I just explained that we don't have to compromise on our margins if we want to grow also, because see we are one-stop-solution. There might be players who are doing transmission, there

might be other players who are doing MMS structure, there might be other players who are doing some different. So, there are multiple companies doing multiple things.

There is only, see we are one of the companies which does one-stop-solution for everything. So, we are preferred vendor when it comes to renewable energy because we provide everything. For them, it is like one vendor providing all the solutions.

So, there is no friction between the vendors which they face when they have to do the projects and also. So, that is our USP and this is the reason that we demand higher margin and that's why we don't see any possibility of our margin getting compromised for orders.

Shiv Sharma: Okay. And does steel prices have any impact on your products since those are galvanized steel? I was referring to many of the companies whose margins have been impacted because of the low prices of steel for last 6-7 months. Is that not the case for KP Green Engineering?

Salim Yahoo: Yes. So, there are two things. One is that we also do hedging for our steel. Further, in our contract, if there is beyond certain portion like 5%, beyond that if the prices fluctuate, then it is passed on to the customers. To an extent, it is kept with us. Beyond that, then it is passed on to the customers. So, that is there in our contracts also.

Shiv Sharma: Got it. Cool. Thank you so much.

Moderator: The next question is from the line of Mayank Agarwal from Prabhudas Lilladher. Please go ahead.

Mayank Agarwal: Hi, sir. Two questions from my side. Do we have any plans to get into solar modules and solar cells because it should be a natural add-on with the group's requirements?

Salim Yahoo: No, we don't have any plans at present for solar module manufacturing because there are a lot of risk factors like Indian technology, raw material dependent on China. Recently, recently if you see, Trump was elected. So, there was an impact on the module manufacturers.

So, we don't want to get into a place where there is not control on the raw material. We are developers. So, we will be into a place where there is a niche space. We will try to be over there only where we can command and we can deliver properly.

Mayank Agarwal: And sir, approximately say for 50,000 MTPA of the current product that we are doing, we are generating INR250 crores worth of revenue. So, with the Mater facility, the products would be niche pre-engineered building and all. So, what sort of, say a 50,000 MTPA, what is going to be the revenue for these new products?

Salim Yahoo: See, again I told you, the product, the plant is one and there are different, different products in that plant. It depends upon the customers. It depends upon the customization.

It depends upon the segment in which the customer is. The entire production depends upon that facility. So, it is very difficult to specifically because we are manufacturers for customers, we provide a customized solution.

So, it is very difficult to have comparison of, weight into the number of the top line. It is very difficult to do that. But yes, we will try to maximum utilize our facility and get the best generation with the best profitability.

Mayank Agarwal: And sir with the current sort of facility that you are onboarding, are there any further requirements to raise capital from outside?

Salim Yahoo: Nothing on plate at present. But as I told you, if we look out some value proposition or some new technology or something if the market demands, it depends on that. At the present, there are no requirements for any additional equity raise.

Mayank Agarwal: Okay, and one question, sir. I mean, the sort of capacity that we are adding is huge. I mean, so what are the steps or things that we are doing to generate order book? Because you have everything in place, you are getting ready. And the way I see it, honestly, I see INR1800- INR2000 crores of revenue in FY'26, in spite of you saying a 50% growth and about approximately INR4000 FY'27. Because of what I've seen in KPI Green and KP Energy. the main question relies on generating order book, that is the only question.

Salim Yahoo: So, if you see KP Green Engineering, the team size has grown. We have increased our marketing budget. We have increased our people on the marketing side. You can see that the recent US-based order that we got, solar tracker order that we got, we got orders from railways. So, there is substantial effort that has been put with the increase in the capacity. We are tying up INR450 crores order book already there.

And there's a huge pipeline also at present. If I look at the pipeline, can be around INR2000 crores of pipeline, which we are targeting right now, where there are talks going on. So, believe me, enough efforts have been put into the generation of order as much as we have put into the execution of this order from the increasing capacity.

Mayank Agarwal: And so, there would be one request from my side. If you could connect offline and we would like to introduce you to our investors. I messaged Moinul sir also over LinkedIn, but I do not have any personal connect with you - your team.

Salim Yahoo: Not an issue. I think even Siddharth, our moderator can share my number. But anyway, if you can note down the number, I'll right now give the number. You can connect with me.

Mayank Agarwal: Sure, sir.

Salim Yahoo: Yes, I am at 9819147167.

Mayank Agarwal: Okay. You are Salim sir, right?

Salim Yahoo: Yes.

Mayank Agarwal: Okay. So, we'll Surely talk. whenever you're free to connect.

Salim Yahoo: Sure. Yes.

- Mayank Agarwal:** Thank you so much.
- Moderator:** The next question is from the line of Manav Mehta from Vinayak Agency. Please go ahead.
- Manav Mehta:** Yes. So, I just wanted to check what is the current capacity for the half yearly? Like, I mean, I think I've been given the annual capacity utilization for the half yearly, how much are we utilizing?
- Salim Yahoo:** I told you, you know, 40% is that what is something we have utilized 40% to 50%. Total capacity currently in half year was 1 lakh.
- Manav Mehta:** So, did we have the order book to execute that 100% capacity?
- Salim Yahoo:** Yes, we have. Yes, we have INR450 crores of order book at present also.
- Manav Mehta:** Is there any order book in pipeline?
- Salim Yahoo:** In pipeline, as I told you, it's almost INR1,000 crores to INR2,000 crores is in discussion, INR1,000 crores to INR2,000 crores, I think.
- Moderator:** The next question is from the line of Rajan Dalvi, an Individual Investor.
- Rajan Dalvi:** Yes. Congratulations for a good set of numbers. So, my question is that as you said, KP Group works in a synergy with all other companies of KP Group. As per my understanding, KP Group other companies is having approximately INR4,000 crores plus order book for wind and solar. So, KP Engineering also works for the structures and other work. As per my study, approximately 25% to 30% work for structures, the cost goes for approximately 25% to 30% for structures and substations, substation structures and other work. So, whenever the other company gets the order, can we expect approximately 25% work can be given to the KPGEL?
- Salim Yahoo:** Actually, all my infrastructure requirements will be taken from the Group company KP Green Engineering. Because everything is at arms-length, what I am going to pay outside, I am going to pay them. So there is huge order book, that's why I told you, in pipeline.
- The confirmed order book of KP Group we have not shown it over here. So that is approximately, see KPI is going to set up 1.3 gigawatt of IPP plant. So automatically all the requirements will come to KP Green Engineering. But we will not be dependent on KP Group. There is an outside order book that we can total to INR1,000 crores to INR2,000 corers where the talks are going.
- Rajan Dalvi:** You're right. So this INR2,000 crores pipeline of order book is outside the KP Group order book, right?
- Salim Yahoo:** Yes, yes, it's not including the KP because automatically the KP Group itself will be another INR1,000-odd crores.
- Rajan Dalvi:** Right, because like whatever INR450 crores order book you are saying is as on September 1st. And after that, we have not seen any updations to the exchange about, at least if the KP Group

even giving the inside order to KPGL, what we are expecting at least one notification to the exchange, right? This much amount is...

Salim Yahoo: I understand. We need to understand that KPI is going to do a capex. So for that it needs to have a financial closure. Once we get the financial closure in place, it's a huge, big, around INR5,000 crores project for KPI. So once we get the financial closure in place, then automatically the orders will be floated. And at that time, KP Green Engineering will also get the orders.

Rajan Dalvi: Okay. Thank you, sir. So, my next question is that I have seen there's a lot of products been added for this current power transformation thing such as monopoles towers or high mast towers or telecom towers or windmill attached or substations or transmission line or this MMS model structure of crash barriers.

So I believe there will be some technological requirement or some technological tie up requirement to the KPGL because you are the newly added product. So are you going to have any technological tie ups with the other companies or anything on that front?

Salim Yahoo: For the technological know-how, I'll ask Muinul also to speak a little bit because we are tying up with international companies also where we need technological know-how. So Muinul bhai, can you just highlight on the technological tie-ups we have done?

Muinulhaque Kadva: Yes. So good evening, all of you. Actually, basically, you are talking about the monopole, high mast, and transmission line tower, pre-engineering building and all. So we are collaborating some design engineering team, like in Hyderabad, one of the design engineering team.

And also, we are the engineering basic, because of last 30 years, the KP Green Engineering Limited, is background is pure engineering and design group. So we have our own engineer and own designing person. So, we are capable for the designing of monopole, high mast transmission line tower and other structure like pre-engineering building and heavy engineering and all.

Other than the only requirement for the approval from the prospective utility and all. So, our team is working on that and take the approval in soon. And so, we can start production and manufacturing in our new setup.

Rajan Dalvi: I mean, we also done a time with Nextracker for the tracker. MoU with Nextracker for the tracker?

Muinulhaque Kadva: Yes, like that is. In a solar MMS and solar tracker, we MoU with Nex tracker from US, Game Changer from US, and one of the German companies and backup plan with the Sunchaserso that we are tied up with three tracker company right now. For the solar module mounting structure tracker part.

Rajan Dalvi: Okay, great. So for this building modular structure, nowadays, huge demand going on for that front also. So you already have necessary technologies and you are just waiting for your new capacity to get commissioned and you will be on for those products also, right?

Muinulhaque Kadva: Right, right.

- Rajan Dalvi:** Yes, thank you so much. Yes.
- Moderator:** Thank you. The next question is from the line of Dhruv Jariwala from Dhan Enterprises. Please go ahead.
- Dhruv Jariwala:** My question is KP Group has one more company, KP Green Hydrogen, which is currently executing 1 MW power. I do not know the exact numbers, but my question is what will be the role of our company, KP Green Engineering Company in that KP Green Hydrogen Company? KP is supply something or anything about that?
- Salim Yahoo:** It is very a nascent state to declare this in public forum, but yes, the role of KP Green Engineering will surely be there, where it is utilization of that Green Hydrogen or whether it is, you know, production of that Green Hydrogen. KP Green Engineering will play a vital role in that.
- Dhruv Jariwala:** Okay.
- Moderator:** Mr. Dhruv, does that answer your question?
- Dhruv Jariwala:** Yes.
- Moderator:** Okay. Thank you. Ladies and gentlemen, as there are no further questions, I now hand the conference over to the management for their closing comments.
- Siddharth Thakur:** Thank you everyone for taking the time to join with us today. Ever since the IPO, your continued interest and support have been invaluable to KP Green Engineering. We hope today's discussion has provided clarity on our vision, strategy and progress, and we look forward to continuing this dialogue in the future.
- Should you have any additional questions or require further information, please don't hesitate to reach out to us. You can do that through our website, our investor presentation where we have contact details or how graciously Mr. Salim Yahoo has provided his own personal number for your use. Thank you once again and we look forward to your continued partnership as we work towards a greener, more sustainable future. Thanks everyone.
- Moderator:** On behalf of KP Green Engineering Limited, that concludes this conference. Thank you for joining us and you may now disconnect your line.