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Date: 17th August, 2026

National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051			BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001		
Equity	Scrip Code	CMRGREEN	Equity	Scrip Code	544777
	ISIN	INE00WV01027		ISIN	INE00WV01027

Dear Sir/Madam,

Subject : Transcript of Earnings Conference Call for Investors and Analyst for the quarter ended 30th June, 2026

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the transcript of Analysts/Investors conference call held on August 10, 2026, on the financial results of the Company for the quarter June 30, 2026. The said transcript is also available on the Company's website at <https://www.cmr.co.in/press-release/>.

Please receive the above in order and acknowledge

Thanking You,

For CMR Green Technologies Limited

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by Srishti Saxena
Date: 2026.08.17
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Srishti Saxena

Company Secretary & Compliance Officer

M. No: A40576



“CMR Green Technologies Limited
Q1 FY27 Earnings Conference Call”
August 10, 2026



**MANAGEMENT: MR. MOHAN AGARWAL – CHAIRMAN AND MANAGING
DIRECTOR – CMR GREEN TECHNOLOGIES LIMITED
MR. ANKUR SINGH – DIRECTOR, BUSINESS
DEVELOPMENT – CMR GREEN TECHNOLOGIES
LIMITED
MR. YUGAL GARG – CHIEF FINANCIAL OFFICER –
CMR GREEN TECHNOLOGIES LIMITED**

Moderator:

Ladies and gentlemen. Good day and welcome to CMR Green Technologies Limited Q1 FY27 Earnings Conference Call. From the management side we have with us today, Mr. Mohan Agarwal, Chairman and Managing Director, Mr. Ankur Singh, Director and Business Development, Mr. Yugal Garg, Chief Financial Officer.

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 this conference call, please signal an operator by pressing star, then zero on your touchtone phone. Please note that this conference is being recorded.

Before we begin, a brief disclaimer. This conference call may contain forward-looking statements about the company which are based on the beliefs, opinions, and expectations of the company as on date of this call. These statements are not the guarantees of future performance and it may involve risks and uncertainties that are difficult to predict.

I now hand the conference over to Mr. Mohan Agarwal from CMR Green Technologies Limited. Thank you and over to you sir.

Mohan Agarwal:

Yes, thank you Palak. Good evening, everyone and thank you for joining us for CMR Green Technologies Q1 FY27 Earnings Conference Call. I welcome you to our second earning calls as a listed company. I also thank all our stakeholders, our shareholders, investors, analysts for the continued trust they have placed in CMR. Since listing our focus has remained unchanged, to build an institution that consistently delivers profitable growth, creates long-term value, and contributes meaningfully to India's circular economy.

We began FY27 on a strong note, despite an uncertain global environment marked by geopolitical tensions, supply chain disruptions, and price volatility. During the quarter revenue from operations grew 65% year-on-year to INR3,122 crores. EBITDA increased 27% to INR139 crores, and profit after tax rose 22% to over INR68 crores. In volume terms, sales grew 25% year on year with aluminium business growing at 32%, supported by strong automotive demand and growing non-auto traction. Billets volume increased 149%. UBC volumes grew 333%. This is because both of them are in ramp up mode and they are successfully ramping up.

CMR's key strengths is our ability to perform consistently across commodity cycles. Since aluminium prices are largely a pass through in nature, we believe that EBITDA per ton or per kg is a more meaningful performance indicator than percentage margins. So, in this quarter earning and also in future we may see that the EBITDA as a percentage has gone up or gone down. That should not be taken as a real measure of our performance. Our per ton EBITDA is a greater measure of the performance. So now to maintain our margins, during the quarter, we have followed a strong hedging strategy, have diversified scrap sourcing network, and have practiced a prudent risk management policy. And the EBITDA with all this improved slightly to INR12.40 per kg or INR12,400 per ton.

Coming to CMR's positioning, so CMR is India's largest secondary aluminium recycling company with installed alloy capacity more than four times that of our nearest domestic competitor. Over the past two decades, we have built an integrated platform supported by

strategically located plants, one of the most diversified scrap sourcing networks, joint ventures with three large Japanese companies, and long-standing partnership with leading automotive OEMs and their Tier 1 suppliers and also with non-auto companies like Hindalco and Jindal Stainless. So, these strengths continue to differentiate us through consistent quality, reliable delivery, and operational excellence.

During the quarter we invested Rs. 53 crores in greenfield projects at Shoolagiri and Bawal, while also advancing brownfield projects and technology led initiatives at Tirupati and other locations. These projects are progressing as planned and are expected to take our installed recycling capacity beyond 7 lakh tons per annum by the end of FY27, significantly strengthening our leadership position and our ability to serve our customers better.

Alongside capacity expansion, innovation and diversification remain central to our strategy. Our liquid aluminium business continues to deliver value through lower melting losses, reduced energy consumption, and significantly lower carbon emissions, and the liquid metal business is growing. Our recycled billet and UBC businesses are gaining strong customer acceptance across construction, renewable energy, electrical, and industrial applications, further expanding our addressable market beyond automotive.

The automotive sector continues to be a key growth driver for CMR with passenger vehicles and two-wheeler sales growing nearly 26% and 20% year-on-year respectively in Q1 FY27, while India's EV penetration reached 8.26% of total vehicle registrations in FY26. We are well positioned to participate in this transition with Ather Energy, one of India's leading pure play electric two-wheeler manufacturers, as one of our new customers. Importantly, several of our existing automotive customers are also transitioning from ICE to EV production, allowing CMR to grow alongside its established customers while adding new EV focused customers and strengthening our long-term exposure to the growing aluminium demand from electric mobility.

Our non-ferrous metals business also continues to evolve in line with our strategy. We maintained our targeted aluminium to other non-ferrous sales mix of approximately 80-20. While automotive remains our core end market, we are steadily expanding into non-automotive applications. In FY26 our volume mix stood at 66% automotive alloys, 10% non-automotive, and 24% other metals. And we actually aim to rebalance it to 60-20-20 over the coming year creating a more diversified and resilient earnings profile.

Favourable regulatory trends are supporting the growing adoption of recycled aluminium and strengthening its long-term demand outlook. India's proposed EPR framework is expected to encourage higher recycled content across metals. For aluminium, minimum recycled content requirement is increasing from 5% in FY28 to 10% over time. Alongside this, the EU's CBAM is accelerating the adoption of low carbon materials globally.

In parallel, India's aluminum extrusion industry is expected to grow at 12% CAGR through FY29, driving demand for recycled billets, while the UBC ecosystem continues to expand with improving collection infrastructure and rising circular packaging commitments. So, we see a lot of growth possibilities in the future on the back of all these things.

Having spent over 4 decades in this industry, I firmly believe recycling is no longer just an environment responsibility, it is an economic imperative. Customers increasingly demand cost efficient, reliable, and low carbon solutions, and companies with scale, technology, operational excellence, and strong partnerships will be best positioned to benefit from this transition.

At CMR we remain focused on strengthening these advantages through capacity expansion, advanced technologies, operational excellence, and disciplined capital allocation. Our goal is not only to grow volumes, but also to improve earnings, diversify our product portfolio, and further strengthen our leadership in India's circular economy.

With that, I thank all our shareholders, investors, customers, CMRians, and partners for their continued trust and support. We remain confident in the opportunities ahead and are committed to delivering sustainable growth, strong returns, and long-term value creation. Thank you.

Moderator: Sir, should we start Q&A session?

Mohan Agarwal: Yes, please.

Moderator: Okay, sir. Thank you very much. The first question is from the line of Dhananjai from Alchemy. Please proceed with your question.

Dhananjai: Hello?

Moderator: Yes, sir. Please proceed.

Dhananjai: So I'm saying with the linking of aluminum prices to recycling, how does it work? Today at a certain point, let's say, aluminum went up to 3400, 3500 plus, does that really increase demand for recycled aluminum. Is there any way any like thumb rule or something along those lines?

Mohan Agarwal: Let me first understand your question exactly. You are saying that the prices on the LME has gone up from about USD2,500 to USD3,500. And that adds to growth of demand. Is that your question?

Dhananjai: Yes.

Mohan Agarwal: Really, look, such a large increase in metal prices usually would be counterproductive to consumption, because it would attract substitution. But if you see the overall metal complex aluminum, copper, brass, zinc, nickel, everything has been going up so much. So the substitution risk is not really there. So, we don't see that.

Any additional demand is not really dependent on the price being high, but because of the inherent qualities of aluminum being the favorable weight to strength ratio that it is one-third the weight of steel and can achieve similar strengths of steel, because of that the consumption of aluminum should keep growing.

And recycled aluminum, because of the favorable carbon impact, that it has a carbon impact of only under 300 kgs per ton against primary aluminum of nearly 16 tons per ton, because of that

the recycled aluminum consumption would also keep growing. I mean, there are a number of things I can go on and on, but have I answered your question?

Dhananjai: Sure sir, this is helpful. I guess I'll ask it different way. Is there, like, when -- I mean, sort of understand, does it increase the requirement like today, someone who requires aluminum, let's say, if the primary aluminum goes up a certain point, do they start wanting more recycled aluminum? I'm just trying to get if there's any like connection along those lines?

Mohan Agarwal: Yes, it does happen. Look, primary aluminum is the price leader. Secondary aluminum follows the primary with a lag. So during this lag times, the demand tends to go up a little, but really not so substantial.

Because look, recycled aluminum is gaining market share in consumption. At this moment of time 40% of India's aluminum consumption comes from recycled. And recycled is growing at about 13% per annum while primary is growing at about 7% or 8%.

So there is a constant increase in the recycled content to the overall consumption. So this trend will continue irrespective of prices. So this short term price disruptions don't really change the way the consumption pattern evolves.

Dhananjai: Sure. This is helpful. And sir secondly, maybe for sourcing, does sourcing also get more difficult if prices increase sharply?. Will sourcing also get much more harder, difficult?

Mohan Agarwal: Really it is not so price dependent.

Dhananjai: Okay.

Mohan Agarwal: The higher price or the lower price does not really change the availability of scrap.

Dhananjai: Okay, fine. Sure. This is really helpful for understanding. Thank you.

Mohan Agarwal: Thank you.

Moderator: Thank you, sir. The next question is from the line of Pranav Jain from Ageless Capital Finance. Please proceed with your question.

Pranav Jain: Hi sir. Thank you for the opportunity and congratulations on the result. Sir, just at the outset sir, a few of your peers explicitly say that they don't do aluminum recycling because it cannot be hedged. But based on our previous con-calls, I believe we do hedge it. So can you please explain how do you hedge your aluminum exposure?

Mohan Agarwal: Thanks Pranav. Look, hedging of aluminum, secondary aluminum is more complex. It is complex because as I explained in my previous answer, that recycled aluminum pricing follows primary with a lag. So it is not a mirror reflection of where the LME is moving. Plus the auto customer also give us a cost plus pricing.

So with both these 2 things, we have to find a very fine balance in hedging which actually at CMR over such a long period of time I think we have formed that balance. We have found that

balance and now part of our exposure we keep it -- we leave for the customer cost up pricing and part of it we hedge on the LME. So this formula or this balance that we have is working quite okay for us.

Pranav Jain: Perfect sir, so we do hedge it, that's great. Sir and just more data keeping question. Can I know the cash flow from operations for this quarter?

Yugal Garg: Hi Pranav. My cash flow from operation is negative during this quarter also because prices has been moved drastically during the quarter. Average sale price was nearly around INR226/kg to INR230/kg in last quarter and in this quarter INR 350/kg. So around 40% prices has been increased. Therefore, the working capital requirement also increased. So overall my cash from operation is negative.

Pranav Jain: Understood, got it. And sir lastly, I remember on the previous con-call we had said we were looking to improve our working capital specifically inventory. Can you dwell on how do we plan on improving our inventory and more optimizing our working capital further?

Mohan Agarwal: We actually want to reduce the number of days of inventory that we are holding in our plant. So we have recently started a AI enabled system for tracking our imports. So that we have been testing for many months now. So with that we are confident that we will be able to reduce our inventory number of days. We have gone to about 40 days of inventory from 45 days that we recorded in the previous quarter. And we have actually reduced our cash conversion cycle to 65 days in this quarter from about 69 days in the last quarter.

Pranav Jain: Got it sir, that's great.

Mohan Agarwal: We are still working on this and we will reduce the inventory and subsequently our working capital cycle.

Pranav Jain: Got it sir, that's great. Thank you so much for the opportunity I'll join back in the queue.

Moderator: Thank you. The next question is from the line of Raj Shah from Fident AMC, please proceed with your question.

Raj Shah: Yes, I was asking on other expenses they have increased sharply this quarter also close to around 20% growth on a quarter-on-quarter basis so what is the nature of expenses that have increased?

Virender: Mr. Raj, during the quarter INR36 crores we have additionally loaded on account of the cash flow hedge which is related to hedging. Otherwise, all the other expenses remain broadly in the line with the same in the March quarter.

Raj Shah: Understood, understood. And that would be a notional expense as in on hedging.

Virender: Exactly.

Raj Shah: Understood, understood. Okay. And secondly in terms of volume so how do you see the domestic versus export split going forward I mean do we see more domestic penetration

increasing because EV penetration in India is increasing and how is the pricing in for domestic customers versus export customers?

Mohan Agarwal: Domestic, definitely we are very excited. Auto is growing very well. Auto continues to be our major customer base and at the same time we are seeing a lot of growth in the wrought alloys business as well. So domestic would stay to be our major focus. Export about 3.4% of our turnover came from exports in last year.

So, we concentrate on a lot of niche product exports and our concentration will continue to be to export more and more niche products to niche markets. We export regularly to Japan, to Europe, in Belgium and Germany, to Southeast Asia to Thailand and also some products to China. So, I suppose our strategy will continue to be the same.

Raj Shah: Understood. Sir just lastly assuming that aluminium prices stay at these levels, we will be will it be possible for us to be cash flow operational cash flow positive during this year and consequently what will be the debt levels for this year? By the end of this year.

Mohan Agarwal: Look, right now operating cash flow is negative I suppose is a matter of increased working capital requirement. I think as the prices stabilize, we will definitely go cash flow positive because we are reasonably profitable.

Raj Shah: And in terms of the debt levels by the end of this current year? I mean inputting working capital.

Mohan Agarwal: We are trying to reduce debt level with reducing our inventory conversion cycle. So, as that happens, the debt levels should go down. But it is also a matter of how much growth in our production and sales happen. So as the number of days we definitely look at reducing the debt. Yes, Yugal you want to add something?

Yugal Garg: Working capital cycle and another is a debt equity ratio. So historically we maintain the 0.5 debt equity ratio and we also in future will maintain the same ratio. But currently it is around 0.86. So definitely it will come down when the prices have got stabilized.

Raj Shah: Understood sir. Thank you so much.

Moderator: Thank you. The next question is from the line of Vishnu from ICICI Prudential AMC, please proceed with your question.

Vishnu: Yes hello. Sir there seems to be some difference between the EBITDA number reported last in last PPT versus this PPT for Q4 as well as FY26.

Yugal Garg: Vishnu. We have adjusted our EBITDA with some of the other income item which actually is part of the operating in nature. But due to the accounting standard requirement we have to classify into the other income. So, we have mentioned the adjusted EBITDA. The two items are there is a foreign exchange gain and the other ineffective portion of the hedging on commodity.

Vishnu: And for FY27 we are still guiding for 25% growth, right?

Mohan Agarwal: Yes, yes. That is our focus. In terms of volume.

- Vishnu:** Okay, yes that's all. Thank you.
- Moderator:** Thank you. The next question is from the line of Dheeraj Ram from 360 ONE Capital, please proceed with your question.
- Dheeraj Ram:** Sir your volume guidance for FY27 is 25%. So right now for this quarter aluminium volume growth is around 8%. So do we hold this for FY27?
- Mohan Agarwal:** Dheeraj-ji, I will be very frank I don't want to build expectations I want to meet expectations. The 25% is our definitely our internal targets. We have invested in two plants at Tirupati and Odisha which are ramping up and also some brownfield expansions and also the growth of our existing customers. So everything put together we definitely believe that yes we should be able to achieve the 25% growth, though at the same time frankly I don't know from where it came because we like to manage expectations rather than build expectations. But anyways, well it is out there Dheeraj-ji. In quarter one we have done 25%. Okay, you have extrapolated that to the year. But yes internally we have that figure and we will do everything to achieve it.
- Dheeraj Ram:** Okay. And your peers in terms of other metal recyclers have faced challenges in sourcing of scrap and mostly that was towards import of lead or copper or other metals. Do we do we see this problem happening for us or do we see this going forward? How are we managing or what steps are we taking to mitigate this?
- Mohan Agarwal:** Look, sourcing of scrap is getting challenging. There are countries which are putting restrictions on export of scrap from those countries. So it is becoming more challenging. How we are doing is that we have expanded our sourcing base and frankly while on the growth projections that you have we trust that we will not face any challenge in sourcing the scrap quantity for it. We have also increased our sourcing's from the domestic sources in India. So we are looking both at domestic and import sourcing's. And we believe that it will not come in the way of our growth projections.
- Dheeraj Ram:** Okay. And in last question sir...
- Moderator:** Sorry to interrupt Dheeraj sir, may we request that you return to the question queue for follow-up.
- Dheeraj Ram:** Sure.
- Moderator:** Thank you. The next question is from the line of Nikhil Gandhi from Bajaj Life Insurance, please proceed with your question.
- Nikhil Gandhi:** Hello sir. Thank you for the opportunity. Just a question to understand how should we see the unit metrics of the company? So if we adjust around INR36 crores which will be close to INR2.8 to INR3 per kg, the GP margin comes to around INR27 per kg and the other expenses will be close to INR10.3 per kg. So this was similar to that of Q1 of FY 2026. So excluding the hedging cost, how should we see the GP margin and EBITDA per kg for ourselves for FY 27 as well as some light on FY 28?

- Nikhil Gandhi:** I meant to say is our GP margin is close to INR30,600 per ton. So if we adjust the hedging cost, it will be close to INR27,300 or INR27,400 per ton. So this will be similar to that of Q1 of FY 2026. So I just wanted to understand how should we see the GP margin trajectory.
- Mohan Agarwal:** But where have you got this figure of hedging cost adjustment and lowering the GP margin with that because hedging should not effect the GP margin at all. And we are seeing improvement in our GP margin from the last year.
- Nikhil Gandhi:** Sir basically what I was doing is I was subtracting your hedging cost which is in other expense from GP margin to gauge what is the actual GP margin if we consider the hedging cost.
- Mohan Agarwal:** You have to add it. You cannot subtract it, Nikhil.
- Virender:** I'll explain you the unit metrics which you are asking. Our gross margin on per kg basis is around INR27 per kg. Another is major expenses is a salary wages is INR5 per kg. Then another major item is...
- Mohan Agarwal:** Nikhil-ji just one minute. We our GP margin as I can see is about INR27,450 in the current quarter that you're talking about. From where did you get this INR30,600? Hedging goes directly to raw material. I think so our GP margin at INR27,450 is better than in FY 26. That time it was INR26,000. So it has improved. So we haven't understood your question clearly.
- Nikhil Gandhi:** Sir I will take this offline then.
- Mohan Agarwal:** Yes please. Thank you. Thank you, Nikhil.
- Nikhil Gandhi:** That's all from my end.
- Moderator** Thank you. The next question is from the line of Deepak Poddar from Sapphire Capital, please proceed with your question.
- Deepak Poddar:** Yes, thank you very much sir for this opportunity. Sir just first up wanted to understand on EBITDA per kg. I mean currently we are at about 65% capacity utilization so as you increase the utilization level and plus the new capacities also coming through so how should one see your EBITDA per kg, I think it was around close to 12 rupees this quarter right? Yes, sir just wanted to understand EBITDA per kg trajectory given your capacity utilization will improve yes.
- Mohan Agarwal:** Look traditionally in our business we utilized capacities up to about 70%, 75%. We are doing 65%. Though what you say makes sense that our EBITDA should actually improve but for our guidance we maintained INR12 per kg as the EBITDA. We could do better maybe but for guidance we will maintain it at INR12.
- Deepak Poddar:** Okay sir. Okay. And secondly on your hedging cost I mean does it keep coming every quarter I mean how should one look at your hedging cost?
- Mohan Agarwal:** The hedging cost is the cost that we pay to the brokers and the LME which is very minimal. Otherwise hedge is just maintaining our profitability. It works reverse to the physical profit or excessive loss or profit so that is a very minimal cost.

- Virender:** Sir INR36 crores is not a hedging expense. If you are considering that INR36 crores is a hedging expenses it is not the case.
- Deepak Poddar:** Sir INR36 crores is because of the movement of the pricing right? Since you have hedged it.
- Virender:** It is the entry passed on account of accounting standard.
- Deepak Poddar:** I got it, I got it. That was very helpful sir. That would be it from my side. Thank you so much.
- Moderator:** Thank you. The next question is from the line of Bhavika Singhvi from Niveshaay, please proceed with your question.
- Bhavika Singhvi:** Thank you for the opportunity. Am I audible?
- Mohan Agarwal:** Yes ma'am.
- Bhavika Singhvi:** So the first question I have is I need to understand that how the prices of secondary aluminium work like as you said that it's cheaper than the primary aluminium in the last call. Can you tell me like how one should track the secondary aluminium prices and in this quarter particularly Q1 did we had like good realizations or it was impacted because if I see the gross margin it has reduced like from the previous quarter. So can you help me to understand that?
- Mohan Agarwal:** Firstly, Bhavika-ji, the price of secondary aluminium follows that of primary aluminium with a lag. While primary aluminium prices can move very aggressively, secondary aluminium follows with very stable trajectory. For various reasons historical and the cost of secondary aluminium is always seen as lower to that of primary.
- I think it's a matter of economics because primary you can use for anything it has a universal application and when you go to secondary material the application becomes restrictive. In the sense that while the quality of primary or secondary is the same just as an example a beverage can scrap will go into beverage can. A scrap coming from auto shredding will go into production of auto alloys. A scrap from extrusion will go into production of billets for auto production. So the restriction is only to this extent that we must segregate the scrap for its right application to get the maximum value. Otherwise secondary aluminium can be used practically for everything.
- While on the other hand a primary aluminium a 99.7% pure aluminium which still needs to be alloyed can be used universally for any application. So that is why primary aluminium prices are higher and secondary are comparatively cheaper. And this has been the case in the past and I believe this would be the case in future as well.
- Bhavika Singhvi:** That answered my question. And sir second question as we have the tie ups with Hindustan Zinc and Hindalco, can you tell me how much capacity is coming and what's the status of those capacity. Like for Hindalco we are establishing a Odisha unit. So what's the total capacity we are planning for this particular customer and how the ramp up is expected for like the both Hindalco and the Hindustan Zinc?
- Mohan Agarwal:** With Hindalco we have put up a plant in Odisha with a capacity of 48,000 tons per annum. That plant is ramping up as I had explained in my earlier talk that now this quarter the production has

gone to about 6,000 tons for the three months. It should actually operate nearly at 4,000 tons a month. So we are ramping up, I trust by the within this financial year we should have reached full capacity utilization at Odisha.

As far as Hindustan Zinc is concerned, we have signed an MOU with them but there is nothing definitive which has still been finalized. So, no activity for construction of a plant has yet started. We are still in discussion with them. So, it will take a while before things move there.

Bhavika Singhvi: Sir for my last question, as you mentioned that...

Moderator: Sorry to interrupt ma'am, may we request that you return to the question queue for follow up.

Bhavika Singhvi: Okay, okay...

Moderator: Thank you. The next question is from the line of Jigar Jani from Nuvama PCG Research, please proceed with your question.

Jigar Jani: Yes, hi. Thanks for taking my question. Just two questions. First is how much of your revenues is on a cost pass on? I believe you said to automotive customers it is cost plus model. So how much percentage of revenues will be broadly cost plus?

Mohan Agarwal: Look, our sales to auto is about 66% last year of our total sales. And auto is usually on cost plus model but there has to be hedging also involved with it which I tried to answer to Pranav-ji in my earlier question. So it is a balance of both the things, cost plus hedging.

Jigar Jani: And this second question quickly is for your liquid aluminium part of the sales I believe it will be closer to 40% of your aluminium business. Would the profit margins in terms of EBITDA per ton be very different than your alloys in this segment?

Mohan Agarwal: Look, liquid aluminium today is forming more than 50% of our aluminium sales. Going forward we expect the liquid aluminium to contribute more so growth in liquid metal sales is going to be higher than growth in ingot sales. The profitability in liquid metal is comparatively better but more important than profitability per ton basis it is the lock in that we get with the customer.

The predictability of sales that the liquid metal brings is and the entry barrier that it creates plus the benefit that accrues to the customer by using liquid metal instead of melting solid ingots is all the things together which actually contribute more towards sustainability of our profitability and sustainability of the business.

Jigar Jani: Will you be able to quantify on a broad range base how much better it would be like if INR12 is your target how much better would liquid be?

Mohan Agarwal: It is actually very difficult-Jigar-ji because look we have tried to do it but it's a small difference not very huge but we don't have any real definitive figure that I can quote to you. But liquid metal is a good business because it brings more value for our customers so when our customers get more value then we also kind of get a better profitability from that business.

Jigar Jani: Understood sir. Thank you so much for answering my questions and best of luck sir. Thank you.

- Moderator:** Thank you. The next question is from the line of Himanshu Bisani from PinPoint X Capital, please proceed with your question.
- Himanshu Bisani:** Hi sir, am I audible?
- Mohan Agarwal:** Yes please.
- Himanshu Bisani:** Thank you sir. Thank you for the opportunity. Sir my question is on our EBITDA per kg which has moved from almost 6.9% in FY24 to almost 12.4% this quarter. Just wanted to understand what has been the driver for this is it scale or some product mix and what kind of a levels you look at it fundamentally looking at our utilization is all around 60%, 65% and it's a spread business so any light on that sir?
- Mohan Agarwal:** Thank you Himanshu-ji. EBITDA moving from 6.9% to nearly 12.40% currently is a mix of a lot of things. The improvement in our operational efficiency, the hedging mechanism that we have been able to incorporate, the increase in our capacity utilization so all these things put together have been able to have contributed to improvement in the EBITDA margin.
- While internally we do target increase in this EBITDA margin but for the guidance to the street we are maintaining INR12 as the EBITDA margin on a sustainable basis.
- Himanshu Bisani:** Understood sir. And sir second question on the growth side. So 25% volume growth and we are moving our capacities from 6.15 Lakhs to almost 7 lakhs. So just wanted to understand on this volume growth guidance is it more of a base case number and what kind of underlying growth you have been looking at because the prices of primary aluminium has already gone up significantly. So this 25% number is a base number that should be consider or how should we look at it?
- Mohan Agarwal:** Look this 25% growth guidance is basically based on we are building two more plants. there are two plants that we had commissioned at the beginning of this financial year at Tirupati and at Odisha and those plants are ramping up. So that plus the growth in our existing customers in the auto sector is going to give us a confidence that we should be able to achieve this growth number. And price increase or decrease really does not have a direct bearing on the demand or our volumes. The prices our volume is quite independent of price movements.
- Himanshu Bisani:** Understood sir. And sir lastly on molten liquid aluminium business. So as you mentioned that we give some extra value to our customers and the moat around it that it needs to be supplied in 45 to 60 minutes. What kind of margins that we enjoy relative to our normal ingot business?
- Mohan Agarwal:** As I had explained that our profitability in liquid business is higher as compared to ingot business. But the profitability is just not that differential that differential we have not been able to quantify but yes, it is comparatively higher. But the main benefits of liquid metal as I explained comes from predictable and consistent business with the customer and growth with the customer. We kind of get we are tied up together so that interdependability is what is they get benefited and in turn we also get benefited. It's a win-win relationship.
- Himanshu Bisani:** Got it sir. Thank you so much and all the best.

- Moderator:** Thank you. The next question is from the line of Madhur Chaturvedi from MAIQ Investment Advisors LLP, please proceed with your question.
- Madhur Chaturvedi:** Hi sir, good evening. Congratulations on a great set of numbers and very happy and proud to be a part of this company. Sir just wanted to clarify one statement we made about the working capital you had said that we have reduced our inventory by 5 days just wanted to confirm that quarter on quarter.
- Mohan Agarwal:** Madhur-ji yes, we have reduced our inventory quarter on quarter as on March 26 our inventory was 45 days of sales and as of 30th June it is now 40 days of sales. So, on quarter on quarter, we have reduced but if you look historically then historically also, we were we have been hovering between 40 odd days. So, if you compare with historical it is not such a great reduction. But going forward we do plan to reduce our inventory with the new AI driven software that we have introduced. We believe that we should be able to reduce our inventory days.
- Madhur Chaturvedi:** Absolutely, absolutely. It's heartening to see that at least we are headed in the right direction even when the macro environment the global climate is not that great. Sir just one more thing on the operations sir, because of the Hormuz crisis has our power costs been impacted this quarter has that been fairly stable?
- Mohan Agarwal:** Because of the Hormuz crisis, look for energy we use mostly oil. So oil prices have gone up we have tried to mitigate our cost increases with better purchasing and booking kind of a little longer term with our suppliers or getting more discounts from them. Having said that in our industry we are also able to pass on the cost to our customers. So that both these things put together would kind of help us to maintain our profitability. And has been the case.
- Madhur Chaturvedi:** Understood. Sir and one last very quick question from me. Sir just to understand given that our sector is poised for such a big tailwind. Sir how big -- if you don't want to name them that's fine but sir how big would the next biggest company be in our sector where we will be 7 million 7 lakh tons by the end of the year. How big would the next person in India be sir?
- Mohan Agarwal:** We said we are more than four times the next one. So the other one would be maybe one to one and a half lakh tons between that. Normally we have seen them to be under 1 lakh tons.
- Madhur Chaturvedi:** Understood. Thank you thanks a lot that's it from my side sir and looking forward to the next many years sir.
- Mohan Agarwal:** Thank you, thank you Madhur-ji.
- Moderator:** Thank you, sir. Ladies and gentlemen, in the interest of time, that was the last question for today. I would now like to hand the conference over to Mohan Agarwal sir for closing comments.
- Mohan Agarwal:** Thank you everybody. Thank you for joining us on the call. Thank you for sparing your valuable time. We at CMR we are new to the street it is only our second call but one thing that I can assure is that we will continue to work diligently to continue our growth both in terms of top line and bottom line and be innovative and do everything to take care of the interests of all our stakeholders. And I am very happy for the very high quality of questions that have come up

today and I hope I have been able to answer them to their satisfaction. Thank you very much. I am obliged.

Moderator:

Thank you, sir. On behalf of CMR Green Technologies Limited, that concludes this conference call. Thank you for joining us and you may now disconnect your lines. Thank you.