Batliboi Ltd.

Legal & Secretarial Department

Regd. & Corporate Office :
Bharat House, 5th Floor,
104, Bombay Samachar Marg,
Fort, Mumbai - 400 001. India

Phone : +91 (22) 6637 8200
Fax : +91 (22) 2267 5601
E-mail : legal@batliboi.com
Web. : www.batliboi.com
CIN : L52320MH1941PLC003494

The Listing Department
BSE Limited

14th August, 2026

Scrip Code: 522004

Sub: Transcripts of Earnings Call held on Tuesday, August 11, 2026

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sirs

This is in furtherance to our letter dated 31st July, 2026 and 11th August, 2026 with respect to Intimation of Schedule of Earnings conference Call for the 1st Quarter ended 30th June, 2026 (Q1FY27) and submission of audio recording post such conference call, respectively.

In terms of Regulation 30(6) read with Schedule Ill Part A Para A Clause 15 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulations), the transcripts of the earning conference call conducted on Tuesday, August 11, 2026 for the 1st Quarter ended 30th June, 2026 (Q1FY27) is attached herewith.

The same will also be hosted on the website of the company at www.batliboi.com. Kindly take the aforesaid information on record and oblige

Thanking you,

Yours faithfully,
For **Batliboi Limited**

POOJA ROHIT SAWANT
Digitally signed by POOJA ROHIT SAWANT
Date: 2026.08.14 16:43:38 +05'30'

Pooja Sawant
Company Secretary & Compliance Officer
ACS- 35790

Place: Mumbai

"Batliboi Limited
Q1 FY27 Earnings Conference Call"
August 11, 2026

MANAGEMENT:	**MR. NIRMAL BHOGILAL – CHAIRMAN – BATLIBOI LIMITED** **MR. SANJIV JOSHI – MANAGING DIRECTOR – BATLIBOI LIMITED** **MR. KAPIL ARORA – CHIEF FINANCIAL OFFICER – BATLIBOI LIMITED** **MS. POOJA SAWANT – COMPANY SECRETARY – BATLIBOI LIMITED**
MODERATOR:	**MS. SELINA SHEIKH – GO INDIA ADVISORS LLP**

Moderator: Ladies and gentlemen, good day and welcome to Batliboi Limited Q1 FY27 Earnings Conference Call hosted by Go India Advisors LLP. 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.

I now hand the conference over to Ms. Selina Sheikh from Go India Advisors LLP. Thank you and over to you, ma'am.

Selina Sheikh: Good afternoon, everyone. On behalf of Batliboi Limited, I would like to welcome you to our Earnings Call to discuss the operational and financial performance for the first quarter of the fiscal FY27. The session is being hosted by Go India Advisors.

Joining us from the management team are Mr. Nirmal Bhogilal, Chairman; Mr. Sanjiv Joshi, Managing Director; Mr. Kapil Arora, CFO; and Ms. Pooja Sawant, Company Secretary. Please note that today's discussion may include forward-looking statements which are subject to various risk and uncertainties. I encourage participants to consider these factors and interpreting company developments.

With that, I now invite Mr. Sanjiv Joshi to provide an overview of Batliboi's business outlook and performance. After his remark, the flow will be open for question and answers. Thank you and over to you, sir.

Sanjiv Joshi: Thank you, Selina. Good afternoon and thank you for joining Batliboi Limited's Earnings Call for the first quarter of FY27. We will begin with a brief overview of our performance for the quarter ended June 30, 2026, followed by an interactive question and answers. The financial statements and the presentations are already available on the company website and I hope you have had a chance to review them.

Quarter 1 FY27 has delivered a better performance on a year-on-year basis. We continue to focus on strengthening our core capabilities, improving operational efficiencies, optimizing costs, and delivering measurable value to customers and all our shareholders as well as stakeholders. Sustainability and long-term value creation will continue to guide our strategy as we position Batliboi for the next phase of growth.

India's macro story is now favorable. The domestic market is showing considerable positive momentum driven by policy support for Atmanirbharta and a sustained emphasis on enhancing manufacturing capabilities. Global supply chain realignment and a new free trade agreements with UK and UN often are reinforcing India's competitiveness as a reliable manufacturing hub, creating sizable opportunities across all sectors.

The industrial landscape is also being redefined by a move to a smarter, more complex, and productive machinery. Customers increasingly are demanding machines that can handle a wider range of materials and maintain consistent performance across various specifications.

In line with this requirement, Batliboi has acquired Penta Automation Systems Private Limited, a profitable, specialized in customized industrial automation and robotics integration. This transaction strengthens our offering in industrial automation and robotics in the industry segment we operate, as well as accelerates our entry into high-value technology-led solutions.

For the past few decades, India was known for software and services rather than a machine-building industry. That is changing rapidly as policy support, targeted funding, and industry focus has pushed the country up the manufacturing value chain.

This shift is driving sustained demand for CNC machines and automation solutions across multiple sectors. We view this demand drivers as a structural rather than cyclical change and the acquisition of Penta perfectly aligns directly with Batliboi's strategy to capture this long-term opportunity.

Also, India's renewable energy story is entering into an expanding phase by investments in the solar space, storage battery solutions, and EVs. Investment by companies that build capability across the manufacturing value chain, be it polysilicon or wafers or ingots, all solar systems, power electronics, energy management, you name it.

Having already demonstrated that India can become a global solar powerhouse, the larger opportunity now lies with those prepared to scale beyond modules. Our Batliboi Environmental Engineering division is rising to that challenge, aligning its investments and expertise with the nation's renewable and solar ambitions.

I am now pleased to announce to you that Environmental Engineering division has secured a landmark order from SAEL Industries Limited for design, supply, installation, and commissioning of a pollution control system for their upcoming solar cell manufacturing facility in Jewar, Uttar Pradesh.

This order is valued at around INR52 crores and the project is on track for commissioning within next six to eight months. Building on our successful delivery of the similar system for Adani Mundra Solar Limited, this contract underscores this division's technical capabilities in executing such large orders. This win represents an important step in Batliboi's expansion into the solar manufacturing ecosystem and reinforces our commitment to be a key enabler in India's clean energy solutions.

Moving forward, now let me give you updates on the divisions of Batliboi. Demand for machine tool is picking up, primarily due to government push for private industry participation in defense, aerospace and power industries. Based on the customer feedback and competitive benchmarking, our investment in capex is in machine tool divisions has started yielding results in terms of increasing production capacity around by around 30% over the last year.

Further, to expand our market, we are in the process of upgrading our existing manufacturing range of machines. Our Canadian subsidiary, Quickmill, continues to do well. Its focus is to expand in newer geographies like Gulf, Mexico and South America. Healthy pending orders at the start of the year and strong prospects in the pipeline would considerably improve performance of Quickmill in FY26.

Regarding textile industry, we expect this industry to do better with introduction of a new textile incentive policies announced by the government. FTAs with UK and EU in the offing would also help. Going forward, our focus will be to generate business on retrofit segments, export markets like Africa and South Asia market, and also we expect the Bangladesh market to pick up as the situation stabilizes there in the near future.

Going forward, for our Environmental Engineering division, for the fiscal, we will be focusing on new markets, value engineering initiatives for cost reduction and performance enhancement of our air pollution control systems. Our one more subsidiary, Bioconserve Renewable Envirotech Private Limited, operates in the effluent treatment and zero liquid discharge solution in the textile space.

Mandatory zero liquid discharge implementation in high pollution industries is creating sustained demand for advanced treatment systems. Outlook for Bioconserve Renewable Envirotech Private Limited remains robust. Apart from this market, the growth prospects will be there from food, chemical, pharma industries going forward.

With a healthy order backlog and good inquiries in hand, we at Batliboi are optimistic that we will be delivering around 10% top-line growth over the last year. Now to update you on the operational and financial results for the quarter ending June 30, 2026. We began this fiscal on a positive note and remain committed to sustaining this momentum in the quarters ahead.

In Q1 FY26, our top-line revenue grew by 80% year-on-year to rupees INR125 crores, thereby beating our earlier guidance, while we successfully maintained a stable EBITDA margin of 4%. Despite meaningful headwinds from global supply chain disruptions and broader macroeconomic uncertainty, we recorded a PAT of INR49 lakhs against a loss of INR2.4 crores on a year-on-year basis.

As of June ‘26, our order backlog stood at approximately INR618 crores and we recorded an order inflow of INR283 crores. The machine tool division recorded an order inflow of INR59 crores in FY26 quarter 1, with a total order backlog for this division reaching INR183 crores as of June 26, accounting for 30% of the company's overall order backlog.

We also successfully installed 88 machines in the machine tool manufacturing division and one machine in the trading division during this period. Quickmill recorded a turnover of INR45 crores in FY27 quarter 1, and based on the pending orders as of Q1 end, Quickmill will be delivering a consistent performance in upcoming quarters.

The Air Engineering group reported revenue of INR21 crores in the quarter and for Q1 FY27, accompanied by an increase order inflow of INR21 crores in the same quarter. The textile machinery group had an order inflow of INR79 crores in Q1 FY27. Order backlog stood at INR201 crores. Textile machinery group reported a revenue of INR12 crores in this quarter.

The Environmental Engineering division reported order inflow of INR76 crores and a revenue of INR27 crores in the quarter, with healthy order backlog of almost INR134 crores. This division too expects an improved performance for the full year.

Having said so, I am quite confident that Batliboi will deliver a consistent and strong performance in the coming quarters, building on the momentum we have achieved. With our strategic initiatives, robust order book and focused execution, we are well-positioned for a sustained continued growth.

This is subject, of course, to not having any further adverse impact, if any, on the global and Indian economy in the event of a prolonged conflict in the Middle East and any tariff-related headwinds for the balance year.

With this, I thank you all once again for joining Batliboi's investors call meeting and I now open the floor for any question and answers going forward. Thank you so much.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Shaishav Vora from Prudent Investments. Please proceed with your question.

Shaishav Vora: Yes, good afternoon, Mr. Bhogilal and Sanjiv, and congratulations on a good performance. Am I audible?

Sanjiv Joshi: Yes, you are audible, Shaishav. Go ahead.

Shaishav Vora: Yes, sir. So, I have a couple of questions. The first one is with regards to the acquisition of Penta Automation. I think it's a, I mean, it's a great move looks like with marquee customers like HKF and all on board. What I would like to know is that how do we plan to integrate its operations and leverage the synergies of Penta with Batliboi's various divisions?

Sanjiv Joshi: Yes, Shaishav, I'll take this call. Shaishav, today if you see, manpower is a big issue and the skilled manpower is becoming a really big problem and going forward, everything is going into an auto-accept mode. For integration of Penta business with us, there's huge opportunity for us in each and every division that we operate.

Look at our machine tools division, we have a cell manufacturing kind of a concept where an automated robot picks and do the job of two-point machines together. So, there is a huge amount of for us. There are such requirements in the market where machines with part of a robo-automation is the flavor of the season.

Looking at textiles, even textile industry is moving for a big win automation in terms of their handling of the BESS and everything. So, automation, if you see, is now present in each and every industry where they find the improvement of productivity and the shortage of skilled manpower is the bane.

So, going forward, we are going to leverage Penta's technical expertise and integrate with our divisions operations wherever we find possible, we can connect and move forward. So, that was the whole aim of having Penta on board, Shaishav.

Shaishav Vora: Right, sir. So, what kind of turnover do we expect from Penta going forward? I mean, what kind of escalation or growth can we expect?

Sanjiv Joshi: Okay. So, Shaishav, last year they did a turnover of, I believe, INR25 crores and going forward, this year we may be ending over almost 25% to 30% growth and for next two, three years, we are looking at an average growth of 25%-30% for Penta. But the business is operational, quite good.

Shaishav Vora: Right, sir. And one more question, sir. What is the -- what steps are the management taking to optimize the material costs keeping in mind the global issues and the geopolitical issues and especially the increase in the commodity prices?

Sanjiv Joshi: Look, Shaishav, for that, it only affects our manufacturing space. It doesn't affect our marketing space where we -- you are aware we are looking at agency sales. So, for manufacturing space, of course, whatever the raw material cost increase comes up, like any other manufacturer, we are now trying to absorb part of it, trying to pass on to the customer, especially the copper, steel prices and there is an overall increase with all the manufacturers on terms of the raw material increase that are coming in.

But having said that, we are also working on productivity improvement with the kind of investments we have done in foundry and in our machine tool shop. We are seeing an enhanced, as I said in my opening statement, we are looking at an increase in the production by almost 30% and we are now working on cost operation in terms of productivity improvement by adding one or two more machines so that within the same manufacturing bandwidth, we make more machines.

And as far as the cost reduction, it is a continual process. It's not a process that is a one quarter-on-quarter. It is a continual process to see that we keep on optimizing our cost to the extent wherever possible. That's a continual process, right?

Shaishav Vora: Right, sir. So one last question. Are we planning any significant capital expenditure or operational investments in the coming years?

Sanjiv Joshi: Yes, Shaishav, we are looking at some -- one or two quick investments, one maybe in our machine tool space itself and we are also probably looking at the idea of putting one more solar plant in our factory to bring our overall operational cost lower and make the energy value almost revenue neutral.

Shaishav Vora: Coming quarters. Thank you.

Moderator: Thank you, sir. The next question is from the line of Prashantkumar Uttamlal, an Individual Investor. Please proceed with your question.

Prashantkumar Uttamlal: Hi, good afternoon, management team.

Sanjiv Joshi: Good afternoon, tell me.

Prashantkumar Uttamlal: Yes, so congratulations on a very good turnover, I could say, and it was a very good jump on the turnover. But when we see on the operating profit side, it's just 4% of our turnover. So, with this kind of jump, we should get some like operating leverage kind of thing, but we have -- we haven't seen anything on this.

And even with so many new upcoming divisions like air engineering and environment engineering, all these Bioconserve Renewable, we don't see the operating leverage, right, on the operating profit side. So, how do we see our operating profit going forward?

Because we are a very old company, still we are struggling on operating profit all of the time, right? Getting turnover and converting into the profits, that two things are different, right? So, I would -- I want to know like how we are working on the operating profit and what kind of operating profit we can see after one or two years going forward.

Sanjiv Joshi: See, look, today we are at let's say 4% of our -- 6% of EBITDA. Going forward in next two, 3 years, definitely any company would look at improving the EBITDA by having operational efficiency coming in and we are working towards that. We are looking at something around 7% to 8% in next 1 year or 2 years to reach that operating level. And I'm sure this acquisition of Penta and Bioconserve, which is a nascent acquisition as on today, is getting established in the market and I'm sure going forward next year, we'll have a more leverage on this business, which will improve our profitability because these are all, you know, varied business segments.

The potential is very huge and I'm sure that we'll leverage our company's expertise in terms of operational efficiency to improve the bottom line. So, going forward, let's assure, there will be always a focus on improving our operational profitability, our EBITDA levels, and the idea of having this acquisition is actually more towards getting that done, right?

Prashantkumar Uttamlal: Right, sir. So, we are planning to install solar plants, right, so we can reduce our power cost, right. So, what kind of power, what percentage of power cost we are currently have like and we can go to zero after 1 year kind of thing, like what percentage of our turnover is come from goes to the power?

Sanjiv Joshi: You know, see. You see, the solar power, as you may be aware, is limited by the connected power that we get from the electricity board. Right now, we have almost 65%-70% of the power commission solar power commissioned on our factory, and another 30%-40% of spare capacity available that we are definitely looking at augmenting that capacity by in this fiscal end.

So, as I told earlier was that we are trying to see that whether our incoming electricity cost can be made revenue neutral by our solar cost, solar panel installation on our in our factory. And we are sure that the saving would be high. For the first 3 years, there will be a cost of finance, but after 3 years or 4 years, it will be an actual saving, actual value saving in the electricity cost.

Prashantkumar Uttamlal: Right, sir. Currently, how much we are paying for this power cost? Like, forget about this finance cost and everything. Currently, what is our…

Sanjiv Joshi: INR10 per unit, roughly.

Prashantkumar Uttamlal: And INR10 per unit. Okay. All right. So, one more question, like we have some trading -- we do trading of machine side. So, what kind of income we are generating from that?

Sanjiv Joshi: I'm happy you asked that question. Let me very frank with you, this year we are looking exceedingly well in that division where we are representing a lot of, you know, overseas principals because, you know, with the investment that is coming by the government sector in defense and aerospace, we have a large orders from a very big clients of us and all that is going to get, you know, these all basically machines are anywhere delivered between 1 year to 1.5 year. So, what are orders that have now rolled in this year, a part of them would be seen as of terms of improvement of bottom line in Q4 and next year. But there are huge orders that have already come in for this business of trading that we are into of machine tools.

Prashantkumar Uttamlal: Yes. We are looking only commission income from this from this division, right?

Sanjiv Joshi: No. It is commission and even if required after sales service.

Prashantkumar Uttamlal: Once the warranty is over.

Sanjiv Joshi: Pardon me?

Prashantkumar Uttamlal: After sales service also is a part of some revenue generation.

Oh, after sales service. Okay. So, my question is like, this is if we only add this commission income in our in our top line and after sales service, both are like high VAT ideal operating profit to get and generate, right? So, like my concern is only that it comes to the only towards the operating profit only, right? Because this even last time management told me that it's around 8% to 10% of our income, right?

So, if I am taking only standalone income, then and then only that doesn't match. I don't know why how come it's not matching like what is my where I am wrong in my understanding in this regard. Trading income, what you said 8% to 10% is only for from machine tools or I am not getting that.

Like, last year, how much how much we have got commission from this trading machines? Somewhere my math is not matching with the operating profits. When it comes to operating profit, math doesn't look match.

Sanjiv Joshi: Look, actually, let me be very frank with you. You are looking only of trading of machine tools, but we have another trading division of textile machine division. So, our other income is combined of machine division and the textile tool division. We have a mix of business. That is why I don't know how you want to match it.

So, it's a mix of five business divisions with the where the -- when the contributing the EBITDA is coming over there. And each business division has its own EBITDA levels combined with the commission income which is a different EBITDA level. So, I don't know how you want to do the math, but this is the status as of today.

Prashantkumar Uttamlal: So, let me ask straight forward. What was our trading commission income in last quarter?

Sanjiv Joshi: You mean to say in this current quarter?

Prashantkumar Uttamlal: Pardon me?

Sanjiv Joshi: So, this first quarter you are asking?

Prashantkumar Uttamlal: Please tell me the absolute number. What is our trading commission income in this last quarter and last year if you have, that will be good.

Sanjiv Joshi: See, we can share the numbers. That's not an issue. We can connect offline on that because it's not that I will be able to handle with these numbers as of now. You can connect offline and we can tell you. That's not an issue. We can share the details.

Prashantkumar Uttamlal: Yes. Sure. No problem. All right. That's it for now. If I have more questions, I'll come to you.

Sanjiv Joshi: Thank you.

Moderator: Thank you, sir. The next question is from the line of Arpan Gandhi from A.G. Capital Investments. Please proceed with your question.

Arpan Gandhi: Hi. So, I wanted to ask, we are seeing some vital signs of revival in the textile sector and this will create some kind of demand for machinery equipment. And we are planning, and are we planning to launch any new products or maybe going to tie up with some new agency?

Sanjiv Joshi: See, again, here I would say that our textile machinery division is always constantly on the lookout for new agencies that will augment our existing business. We have a couple of good agencies representing in India. Wherever you find a good opportunity, there is a possible of a market requirement and there is something which needs to be done.

We have over a period of time, accordingly, added almost seven to eight such principles in our portfolio in the last 1 year or 2 years. Going forward, our people are always keeping their eyes and ears open in the market and if we find that there is something worth looking at, they would be looking at and going forward, as and when we find some good principle, we can represent India, we will go ahead and do it. Right now, I can't tell you exactly, but yes, we will go ahead and whenever we get a good principle, it's a continual process again. Every year we do it. Okay.

Arpan Gandhi: Okay. And my next question was that I wanted to ask you regarding Quickmill. So, what are the plans for this subsidiary for this facility?

Sanjiv Joshi: Plans in terms of what are you asking specifically?

Arpan Gandhi: I mean, like any new business updates or any developments that, you know, we are looking to boost your business with the help of Quickmill.

Sanjiv Joshi: Yes. Correct. So, if you have heard my opening remark, I very clearly said that Quickmill is doing pretty well as on that. They have got a good amount of pending orders on their hand and we are focusing on a new market geography like Gulf, Mexico, Egypt, South America, and I'm happy to share with that with our new renewed focus on the Gulf, we have been able to book one or two very large orders in Saudi Arabia and it goes out a very promising market for us.

So, we were traditionally a North America based customer base we had but we are now exploring new geography which is yielding results and going forward we will continue to look at other markets like Europe to build on to our existing clientele and move forward.

Arpan Gandhi: Okay. That's it. That's all I had to ask.

Moderator: Thank you, Sir. The next question is from the line of Kunal from Devmani Traders Private Limited. Please proceed with your question.

Kunal: Am I audible?

Moderator: Yes, sir.

Sanjiv Joshi: Yes. Please go ahead.

Kunal: Thank you, sir, for the opportunity, sir. First question of our stand you have given a breakup of the full year backlog orders INR618 crores and there it's mentioned 38% comes from machine tools but when we -- so I'm talking about the present investor presentation Page number 8 and Page number 20 and in Page number 8, it's mentioned INR183 crores in tools. So, you wanted to get the number 38% standard INR235 crores and INR183 is given of machine tools. So, that INR51 crores is of quick meal or was it we needed the definition of that figure?

Sanjiv Joshi: Which page you said about? Which page?

Kunal: Firstly, Page number 8. Business of machine tools is given and there it is written INR183 crores as of June the backlog orders were standing and it is given a differentiation of 30% INR34 crores is of tool manufacturing and trading is INR149 crores but when we come to Page number 20, there is a bifurcation given a full backlog orders of INR618 crores and there it's written 38% stands at machine tool standard 38% of backlog order that comes to INR235 crores. So, INR183 minus INR35 crores what is the calculation we wanted to know?

Sanjiv Joshi: So, that is basically the quick meal that gets added. It will be added in the machine tool. Pick the note below.

Kunal: Not properly mentioned that is why I was not clear about it. And second question stands order backlog of this quarter is around INR103 crores of machine tools. Now, machine tools if I am not wrong please correct me there, machine tools come with two segments, one we are trading and one we are manufacturing, we wanted to know the differentiation of both of INR103 crores.

Sanjiv Joshi: INR103 out of that INR55 is a Quickmill actually.

Kunal: Okay, INR103 -- Quickmill?

Sanjiv Joshi: Yes. And this is a combination of trading as well as manufacturing.

Kunal: Okay, okay. Is there a figure that approximation percentage of what is trading and what is manufacturing?

Sanjiv Joshi: I think if you see the machine tool, they have already printed what is the backlog, I think we mentioned there is longer than INR34 crores.

Kapil Arora: Yes, INR34 crores, the same page, 8 number page.

Sanjiv Joshi: Yes, it is the split is there you can easily work out that INR103 crores minus INR55 crores which is Quickmill, the rest is INR34 crores coming on the machine tool and the balance is our trading part.

Kunal: Okay, because that was coming from INR180 crores like that was a full year capex it's not a quarterly figure.

Sanjiv Joshi: Yes, correct.

Kunal: Okay, okay. Last question in the environmental engineering part regarding the recent order that we have got from sale. So, where do we place that order in environmental engineering? Is it ZLD plus the water fluid sector? Because when BRENSOL is doing two sectors if I am not wrong, one is the part of ZLD and one is water cleaning if I am not wrong. So, where does the sale order stands?

Sanjiv Joshi: No, no, no, let me understand this is a purely air pollution systems division. There is nothing to do with water here. Water is a separate subsidiary called Bioconserve Renewables Energy Private Limited is a total different subsidiary which operates in the ZLD and effluent treatment for the textile business is purely into the ZLD and water treatment.

Air pollution system division of the environmental engineering division plays only in a space of air pollution and this order that we have got is for treating of the fumes that are generated in the manufacturing of solar cell manufacturing process. So, it is a purely a air pollution system division.

Kunal: Okay, okay. So the subsector comes into environmental engineering or it will come into air engineering part?

Sanjiv Joshi: No, it is into Environmental Engineering Limited.

Kunal: Okay, okay. And so which sector other than textile are we targeting into ZLD because we already have some good number of players if we name VA Tech Wabag, Ion Exchange. So what are we targeting there? Which businesses and which sectors are we targeting?

Because if we speak about emissions, if we speak about water recycling, we have every industry which is polluting and we have ample of players who are already doing it. How we are going forward with that?

Sanjiv Joshi: Okay, so to answer that question see this is a very one year old company and we are now going to establish our business in the business we are already operating and that is textile because textile industry is one of the most polluting industries and I will say that this technology that we have is primarily designed for taking care of the zero liquid discharge that are required for the textile business but it can be applied for other industries because today if you remember see water is becoming scarce.

So, there is a requirement of the industry to recycle almost 95%-96% of the water back. So, that is why this ZLD business is going to be a big business. What we are going to do is that first establish our name in few big textile markets, textile collaborates, show our strength in doing it neatly and then after a year or so we will look at other operators like pharma, food, pharma, all those other sectors. After once we establish ourselves in the existing market of textiles which we are into.

Kunal: Okay, okay. So, last question.

Moderator: Sorry to interrupt Kunal sir, may we request that you return to the question to follow up.

Kunal: Okay, sure, sure. Thank you so much for your time.

Moderator: Thank you, sir. The next question is from the line of Prashantkumar Uttamlal, an Individual Investor. Please proceed with your question.

Prashantkumar Uttamlal: Hello?

Moderator: Yes, sir.

Prashantkumar Uttamlal: Yes, so when same again on the trading income. So, on machine tool side as per your presentation it is like on Page number 18, it says 52% of our revenue comes from machine tools side. So, it is INR125 crores into INR52 crores, it comes to around INR65 crores. Right. And when we take out this Quickmill revenue, it is INR45 crores. So, and INR22 crores of our own manufacturing, then it comes to the negative minus INR2 crores. That is the revenue from trading.

Sanjiv Joshi: Sorry, what is that?

Prashantkumar Uttamlal: Sir, as per your presentation right, machine tool income is 52% of our overall income, overall turnover in quarter 1 right. So, it comes out around INR65 crores right. So, out of INR65 crores, if I am taking out this Quickmill turnover, it is INR45 crores. So, it comes to INR20 crores. And in presentation, like in machine tools, it says INR22 crores in turnover from our own machine tool manufacturing. So, it comes to minus INR2 crores top line from the trading income, trading business side. So, that is not matching. I don't know.

Sanjiv Joshi: I think there is some confusion because MTU business did a turnover of INR21 crores.

Management: INR21 crores right.

Prashantkumar Uttamlal: On Slide number 8, on revenue, like machine tool manufacturing, it says INR22 crores revenue right. Our Quickmill revenue is INR45 crores right. So, it total is INR67 crores right, right.

Then when we go to Slide number 18, it says 52% of our revenue comes from machine tools right. So, this figure comes to INR65 crores.

Kapil Arora: It is just a matter of rounding off. Sorry, Prashant, Prashant it is a matter of rounding off because when we do the consolidation in the investor position, then the decimal is being rounded off. So, it is not that we are having some kind of negative revenue in any of these segment. That is not the case. So, if you see, if you do, what do you say, 52% of saying, INR125 crores comes to INR67 crores, but if you add up to INR65 crores, it is a matter of rounding off. Nothing more than that.

Prashantkumar Uttamlal: So, right, even if I am taking 51%, right, still it is...

Kapil Aror: Just a second. You are taking INR125 crores is our revenue from operations. At the consol level.

Prashantkumar Uttamlal: Right. And 52% out of that is machine tools, right?

Kapil Arora: Yes. So, it is INR65 crores.

Prashantkumar Uttamlal: Right. Take out this INR45 crores of Quickmill.

Kapil Arora: So, that comes INR20 crores.

Prashantkumar Uttamlal: INR20 crores. And on the same presentation on Page number 8, you said that INR22 crores of income came from old manufacturing machines, revenue?

Kapil Arora: See, Prashant, as I said, I know it is coming INR20 crores. If you add up all the face counts, a delta of INR2 crores, which you are looking for. No, I am assuring you, there is no negative revenue in any of the business segments. No revenue reversal in the investor presentation it's just a matter of rounding off. That's it. There's no negative value. I just want to clarify this.

Prashantkumar Uttamlal: All right, all right. No problem. And so, okay, no problem. So, next time, just make sure the trading income, if you don't mind, you can write it down with this presentation that trading…

Kapil Arora: I got it Prashant, point noted, no, no point noted we'll take care next time.

Prashantkumar Uttamlal: Okay, please. Thank you. And other question is like currently we got good order on EEG division, right? So, what kind of leverage we will get from this kind of order? Like, because it's a good order and we should have, we can make good pipeline from here on, right on this, in this same division, right? So what is your thoughts for the next 3 years for the same division?

Sanjiv joshi: Just to answer your question Prashant, solar manufacturing space is going to grow. There is a thrust from the government to go ahead on renewable energy in a very big way. So this order is one order that will get us visibility in terms of other big if you look at any big industry, they are trying to put up a solar cell manufacturing plant in that sector. So we expect with this order, we are opening up another big opportunity for growing into this line of business.

Prashantkumar Uttamlal: Currently, is there any pipeline like currently big pipeline we have?

Sanjiv Joshi: Yes, yes, yes. There are a couple of big pipelines which may fructify in the next 2-3 quarters, 100%.

Prashantkumar Uttamlal: Alright, no problem. Thank you very much and all the best. Just work on this operating profit because unless and until we will not get operating profit margin better, we will not get good valuation for sure. That is for sure.

Sanjiv Joshi: Agreed. Thank you so much.

Moderator: Thank you, sir. The next question is from the line of Sarveswara, an Individual Investor. Please proceed with your question.

Sarveswara: Good afternoon, sir. Am I audible sir?

Sanjiv Joshi: Yes, good afternoon.

Sarveswara: Yes, my question is regarding this Penta Automation. Which area of the industry it is catering to? Are they manufacturing robots or only some spare parts for the robots, sir?

Sanjiv Joshi: No, no. They are into fully automation. If you have seen the line that they are into, they are into bearings, they are into medical equipment. They put not only the robots but they also put a complete automation line. They have customers under them like Gabriel, Schaeffler. So, they are just not a robotic company. It is a fully integrated automation line that they cater to.

Sarveswara: Yes. Thank you, sir. My another question, in earlier phone calls I came to know you had some land bank somewhere and you are going to develop or dispose. Any further information can you throw, sir?

Sanjiv Joshi: Yes, sir. We continue to look for a buyer for this. And there is a one set of team who is working on this. And we are hopeful that if something very attractive comes across, we will go ahead and do the deal.

Sarveswara: Sorry, sir. I am asking. Location and extent of land, can you disclose or?

Sanjiv Joshi: It is our own factory. It is a part of our factory in Surat.

Sarveswara: Okay, okay. Thank you, sir.

Moderator: Thank you, sir. As there are no further questions from the participant, I now hand the conference over to management for closing comments.

Sanjiv Joshi: Yes. So, once again, all the participants who had interactive question answers with us, I on behalf of the Batliboi management, thank you all. And whatever suggestions that you have given will be taken in the right direction. And I hope that the next investors call will be more productive. And I hope that we meet again. And sure, we are looking at all the possibilities of improving our businesses, as I have rightly said. Anyway, thank you once again to all of you. Thank you.

Moderator: Thank you, sir. On behalf of Go India Advisors LLP, that concludes this conference call. Thank you for joining us and you may now disconnect your lines. Thank you.