techknowgreen solutions limited

your future, our care

November 23, 2026

To,
The Corporate Relations Department,
BSE Limited
1st Floor, PJ Towers,
Dalal Street, Mumbai 400 001

Ref: BSE Scrip Code: 543991 **Symbol: TECHKGREEN** **ISIN: INE0P4P01011**

Subject: Submission of Transcript of the Earnings Conference call held on Wednesday, November 18, 2026 at 11:30 AM.

Ref: Our letter dated November 18, 2026.

Dear Sir / Madam,

In continuation of our earlier letter dated November 18, 2026, informing about the Video/Audio link of the Earnings Conference Call and pursuant to Regulation 30 of Securities Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015, the Company is hereby submitting transcript of Earnings Conference call which was held on Wednesday, November 18, 2026 at 11:30 AM to discuss the unaudited (standalone & consolidated) financial results of the Company for the half year ended on September 30, 2026.

Kindly acknowledge and take the same on records.

Thanking You,
Yours Faithfully,
For Techknowgreen Solutions Limited

AJAY RAMAKANT OJHA

Digitally signed by AJAY RAMAKANT OJHA
Date: 2026.11.23 16:06:21 +05'30'

Ajay Ramakant Ojha
Managing Director
DIN – 03549762

Encl: As above.

Techknowgreen Solutions Limited

H1 FY27 Earnings Conference Call

18th November 2026

MANAGEMENT:

DR. AJAY OJHA
MANAGING DIRECTOR
TECHKNOWGREEN SOLUTIONS LIMITED

DR. PRASAD PAWAR
CHIEF EXECUTIVE OFFICER
TECHKNOWGREEN SOLUTIONS LIMITED

DR. ANIKET KADAM
CHIEF FINANCIAL OFFICER
TECHKNOWGREEN SOLUTIONS LIMITED

HOST:

MS. VAISHNAVI VAITY
AKMIL STRATEGIC ADVISORS

Vaishnavi Vaity: Good morning, everyone. I am Vaishnavi Vaity from AKMIL Strategic Advisors Private Limited. It is my pleasure to welcome you all to the H1 FY27 earnings conference call of Techknowgreen Solutions Limited. Today, we are joined by Dr. Ajay Ojha, Managing Director, Dr. Prasad Pawar, Chief Executive Officer, and will be shortly joined by Dr. Aniket Kadam, Chief Financial Officer.

Vaishnavi Vaity: Now I would like to hand over this session to Ajay Sir to tell us more about the company's growth. Over to you, sir. Thank you.

Ajay Ojha: Thank you. A very happy now, a very happy morning to all of you. Thank you so much for joining us. I know it has been a while that you know we have not been connected, but better late than never. So, we are here to communicate with you, to connect with you, and take it forward. Just to set the stage on for all of us, there are three drivers of for Techknowgreen's business. The first driver is population, that is people. The second driver is pollution. And the third driver is policies. Fortunately, we have all three of them aligned with our business opportunities, market size, and of course, the end result profitability. Interestingly enough, till such time that there are there are there are people on the earth, there would definitely be pollution. Now, since there would be pollution, definitely there is a requirement of monitoring the pollution and checking and inspection. When there is checking and inspection, obviously there has to be a control mechanism. Till this time that there are control mechanisms. It ultimately, these control mechanisms are actually fetched by the policies. So, there is an interlinkage of all these three drivers of our business. And as I mentioned, fortunately, we started off with three verticals, but now we are 4 verticals, which is an integrated approach to any environmental business. Just to take you through our platform, the first is knowledge consulting, wherein we do all kinds of regulatory permits. As I mentioned that we need permits for almost all industrial facilities and construction sector. Now, there are 1,00,000 industries in Maharashtra, so you can imagine what kind of, you know, opportunity and market size exist only in Maharashtra, but we are going much beyond Maharashtra. So, knowledge consulting, wherein we integrate our knowledge into solutions. The second is sustainability, which is the future, because you know, Food, Clothing, Shelter has been the earlier requirements. Now it is environment, social and governance. That is ESG, is the new norm. So, we are in sustainability and we do end-to-end you know, sustainability pathway and net zero pathway, which is also one of the prime goals of the government of the team. But only getting the permits and only writing consents is not what will fetch us the end-to-end solution. And that is how we integrate our technology sector. With two patents in hand, we are not only talking about industrial facilities and their technology integration from environment perspective, but also at the same time, we are talking about urban air pollution. and urban related issues handled by us, which is actually, if you look at the 100 years of environmental laws, the law started from industrial control systems and penalties, and it has now translated into urban related laws like solid waste management or urban related issues and pollution, air pollution, and you know how the National Clean Air Program, how, you know, the investments are coming into urban infrastructure. Now, interestingly enough, that is where, you

know, these are standalone business verticals, but that has to be integrated with the latest and upcoming systems of integration of IT and information and AI. So, we are well ahead of time in those two sectors and we are integrating compliances over a period of time after the permits and technologies are implemented. So that is a very interesting concept. And just to mention, there is a tokenization of incentives that we have initiated for our clients, which is being, you know, received very well by many of our or several of our clients that is called as Sushti. It's a coin which we have introduced for our customers, especially our clients who are continuously engaged with us. And this actually helps people to get incentivized for joining us. And this is a revolution. This has not been done across the world. This for the first time, Techknowgreen has introduced a coin-based system which could incentivize sustainability and environmental efforts. And finally, our core DNA, as I have been telling, R&D, wherein we do policy research as well as we do engineering research, and which has culminated into various patents. In fact, we are in the process of filing multiple patents, which would be commercialized very soon. And last but not least, with the help of you all, and you have your association, we have been able to put up a very interesting environmental testing and climate technology research center, TRL9, which has been in the functioning and we have already got NABL approval with this platform and looking forward to a great Growth in the near future, I would like Prasad to take over and, you know, take us through our results for the H1. That's over to you.

Prasad Pawar: Thank you, Ajay. Thank you, Ajay. Dear shareholders and investors, thank you for joining us today. We are deeply grateful to have you with us as we review Techknowgreen Solutions Limited's performance for the first half of financial year 26-27. Revenue from operation rose by 46.11% by creating a sale line of 24.60 crores, up from 16.80 crore of last H1 financial year. And profit before tax grew 63.61% to 6.36 crore, while profit after tax increased 45.48%. to 4.36 crore and earning per share climbed to rupees 5.90 from 4.06. This is all figures I'm telling in comparison with last financial year H1. Consolidated PBT margin expanded to 25.90% compared to 23.13% in H1 financial year 25-26. PAT margin remained resilent at 17.70% compared to 17.79% in the prior year period. Operating revenues stood at 24.56 crore, up by 46.21% from 16.80 crore of last year and PAT was 4.30 crores. Segment revenue, if you see, then knowledge consultancy, earlier revenue was 12.58 CR. This year we have achieved 15.66. So, there is a growth of 24.48% in knowledge consultancy. Technology, if you see, then there is a, in last financial year it was 2.75 CR. This year it is 8.79 CR.

Our foremost priority, sorry, yeah, as many of you have observed over the years, in last financial years, that our second-half is historically much stronger than the first. And we are well positioned to follow that same trajectory this year as well. We currently have a total confirm order booked of rupees 46 crore in hand, out of which 24.56 crore is built alongside a robust pipeline of upcoming opportunities. Please note that our public disclosure typically highlight only high ticket, high impact work orders. Roughly 90% of our active work orders are valued below rupees 1 crore, which provides steady, diversified execution across the business. We have onboarded approximately 35 new customers so far this year. We are confident that these relationships will

convert into meaningful turnover and help us achieve our full year targets. Consolidated operations utilize 2.98 crore of cash in H1 financial year 26-27 compared to 2.04 crores in 25-26. Current assets reflect 5.15 crore increase in other current assets and 3.32 crore increases in inventories as we ramp up project execution. While our net operating cash flow as of 30th September 2026, was negative 2.98 crore. This is primarily due to the utilization of our cash credit limits for project bank guarantees and upfront cost incurred on unbilled project stages. Because project execution and billing are continuous process, our cash flow turned positive in October 2026. And we remain highly confident in our revenue, profit and cash generation trajectory for the rest of the year. As of 30th September, 2026, standalone trade receivables stood at rupees 22.86 crore, which includes 6.23 crore of unbilled revenue. Notably, the company realized 6.43 crore in receipt in October alone.

However, we would like to bring to your notice that there is a legacy outstanding to the tune of 4 crore, which is under NCLT and other judicial proceedings, and management is positive about its recovery. We continue to actively pursue pending recoveries at the reporting date. Management assess all balances as recoverable and require no provision for doubtful. Receivables. Our foremost priority in H2 is strengthening cash conversion. This involves expediting project completions and client approvals to convert unbilled revenue into invoices, rigorously following up on overdue balances and closely monitoring project level working capital. We are paying special attention to aging receivables and optimizing the share of short-term debt in our funding mix. We are focused on tightly aligning billing milestones with project delivery schedules. We will prioritize high potential opportunities for Yuka Yantra and circular economic wetland technology (CEWT) focusing on contracts with clear commercial terms, defined customer acceptance criteria and structure payment milestone. Related to technology, I would also like to give a clarity that all these patented technologies are getting well scrutinized by governments for the upcoming projects under government and very soon we will be able to show you the progress on technology front by accepting at the government level. The government business is lucrative but it requires a long due diligence before giving the orders to our products and that's why you are not been able to see the actual conversion; however, we have till date already sold 60 Yuka Yantra in private sectors. Related to further, we are link R&D investments strictly to clear validation milestones and defined commercial applications. As A Techknowgreen family, we wanted to express our sincere appreciation to our shareholders for your unwavering trust, commitment, and continued partnership with us. Accordingly, on 3rd November 2026, the Board of Directors declared an interim dividend of 50% per equity share. For financial 26-27, the record date was 13th November, 2026 and the dividend payout is scheduled for 20th November 2026. Thank you once again for your time, confidence and continued interest in Techknowgreen Solutions Limited. I now welcome your questions.

Vaishnavi Vaity: Thank you. Participants, the floor is now open for Q&A session. To ask a question, kindly raise your hand and unmute your line or drop your questions in the chat box. Thank you. Yes, Mr. Dalpat, you can go ahead and ask the question. Mr. Dalpat, you can unmute your line and ask the question.

Dalpat Mehta: Audible now?

Vaishnavi Vaity: Yes.

Ajay Ojha: Yes, yes.

Dalpat Mehta: Yeah, okay. Good morning to everyone. Today, though, you have Mr. Prasad, sir, has given some clarification in their remark, but still, I would like to know, is our nature of business is cyclical?

Ajay Ojha: Yes, so what happens is, uh, usually... Usually by the end of September, the sixth monthly, and by the end of March, there are a lot of billings that happens on a cyclic basis. So, for example, now winter has come, and if you see all the air pollution issues are creeped up across India. So definitely everyone is interested now to take up challenges to resolve that. So yes, as you have seen in the last three years, our H2 is much more stronger than H1. So yes, it is cyclic.

Dalpat Mehta: So, what H2 we can expect? In the first year is 24, it is almost equal to the previous second-half.

Ajay Ojha: Yes, yes. So, I don't want to put any numbers, Dalpat ji, but it is going to be very promising for sure.

Dalpat Mehta: But can we see some 40% growth or like that?

Ajay Ojha: So, the idea is, see, we have been targeting on a year-on-year basis to continue with our growth pattern and trajectory. which is in the range of 30 to 40 percent. So, we are promising we would continue with the same.

Dalpat Mehta: Okay, so what I see is that there is no growth from previous half year to this half year, but as you said that the second-half will be quite better. But since our expenses are on higher side, we have still till September negative cash flows and we have higher amount of borrowing, short term borrowings, and though we have earned a profit before tax of 6 crore plus, but still the net cash flow is negative, and as you mentioned, sir, we have orders of 46 crore, so this is…

Ajay Ojha: No, I agree with you. Yes.

Dalpat Mehta: Apart from these 24 crores executed and when these 46 crores can be executed, what is the timeline to execution?

Ajay Ojha: Yes, Dalpat, sir. Sir, you are absolutely correct with the numbers that you know we have 6.3 booked, 6.3 crores as profit, and definitely there is a net cash flow which is shown as negative. Now, there is a very interesting analogy or analysis that we could do with respect to that. One, that the profit on the paper and the realization takes a little bit of time. So, the bills have been raised, the realization doesn't happen. The cash flow is also stuck on unbilled revenue. So, for example, there are work orders which we have received for which the work has been done, but the bills are not raised. So, the cash has actually gone into that one. Second is, we have a lot of projects where we require a bank guarantee. So, the utilization of the CC is what is being done on a regular basis. And that cash flow in the October has actually become positive. So, it was only a temporary shift or the transition that shows the cash flow as on the date of 30th. So, the things will change very quickly in the month of October and this has been seen almost every six, every half yearly pattern that our cash flows go sometimes negative because we utilize the CC limits for our ongoing projects, unbilled revenue, I mean, completion of the projects, and because the credit period from all the MNCs and the governments are usually 60 days, we have to invest our own money to carry out the project. So that also leads to our cash flow crunch in in certain times. So yes, we understand on the balance sheet it looks differently, but we are working towards it and probably March would have a very different kind of a picture and I'm sure you would be happy to see that.

Dalpat Mehta: Yeah, that will be better, sir, because what I see is on 30th September, the debtors are almost 23 crores, which is equal to almost the sale of the six months. So, on paper, it looks that we are not getting any revenue from the debtors. The whole sale is on credit.

Ajay Ojha: Yes, we understand. No, no, we understand that, and yes, in the October Monday itself, yeah.

Dalpat Mehta: And I think what are the reasons that the values in being in this segment, the pollution and environment segment, and there are not much listed companies, but still the valuation of our company on the market is less than 8, which is very minor, but those companies even not earning any profit are not available below 10 price earning, but our share is listed at below 8 price earning. So, and the price as an investor, what I see that from 360, it has come to 115. So, as an investor, I am very disappointed with this valuation. So, what reasons you can assign and what we can work on that.

Ajay Ojha: Dalpat sir, I, we as first-generation entrepreneurs and first-time listing, we ourselves are worried about it. And sometimes when we see that, you know, like for example, declaring of the dividend has a negative impact on the share prices, we are not sure what the share prices are. We are actually not interested to see that also. It is for our investors and the sentiments that

they have and the confidence and, you know, the trust that they have is what is playing the role. So, I am not the right person to comment on the share prices as of now. But, you know, we also have been internally introspecting as to what goes wrong on the, but we are trying to just analyse. Seriously, Dalpaji, I'm not the right person to comment on the share prices as of now, but you know, but we are very positive that things will change. Trust us, as I have been always saying, trust us, believe in us, and things will change drastically in the coming year, because, you know, we are also eyeing on a lot of other things which we cannot spell out right now. But see, all the numbers are in our mind. We keep a tap on all the numbers and our balance sheets. As I mentioned rightly that, you know, Raising the bills and getting it converted are two different things. Usually, we have a credit period. We are working on that with a lot of our clients, big ticket clients. And you know, this time actually we have, during the March period, we have taken, we'll be taking care of that that all the bills are not raised in the month of March. It is also, you know, we get the credit period aligned with our balance sheet and our recoveries. So, this would change definitely. And in fact, I'll tell you, as Prasad was mentioning, that you know, it is only the high-ticket value which we display. But then, but there are many low-ticket values which actually help us run our systems, so you might see only that, you know, over a period of time, high ticket values is what we disclose or on the with our LODR disclosure regimes, but our functionality and operations comes from low ticket value, which are less than 1 crore, but they are multiple in number. Like for example, we have acquired 35 new clients and all those POs are not actually in very high value POs. Some of them are. So, our functionality and our this trend, we are trying to reverse, and it will take some time because, as we all talked about, it's a cyclic fashion of, you know, our business, but we are trying to introduce mechanisms by which it is not only going to be cyclic, but it is also going to be a continual year-long perineal, you know, process. So yes, we are aware and we would definitely be working on it.

Prasad Pawar: Further, I would also like to further, I would also like to clarify, Dalpaji, that we are also participating in two government tenders. OK, where we have to invest in earnest money deposit, so our EMD expenses till date is 1.6 crore.

Dalpat Mehta: OK, sir, I am. Yeah. Okay.

Prasad Pawar: And usually, the EMD amount is 1% or 2% of the order value, so as those tenders are under scrutiny. That is the investment which we have done. And the tenders where we are not being able to be successful, that EMD will come back, but it is now looking at the balance sheet, it is looking as the expense.

Dalpat Mehta: Okay, sir. I am associated with the company since its listing on the stock exchange. Let us hope for the better and all the best for the future performance. Okay, sir. Thank you.

Prasad Pawar: Sir. Thank you. Thank you so much.

Ajay Ojha: Thank you, Dalpatji. Thank you so much for your trust.

Dalpat Mehta: Yeah.

Vaishnavi Vaity: Thank you, Dalpat Sir. So, the next question is from Mr. Lakshman. Mr. Lakshman, you can go ahead.

Lakshman Easwaran: Yeah, am I audible?

Ajay Ojha: Yes, yes.

Prasad Pawar: Yes, sir.

Lakshman Easwaran: So good afternoon, Ajay Sir and Prasad Sir. First, I just want to congratulate you. Every half we have done better than the previous year half. So, it's amazing to see this kind of performance. As the previous shareholder said, whatever happens in the stock price, it's not in our control, but I'm super proud of the company. So, I just thought I would start with that. All right. I have a few questions which I would like to ask basically on the balance sheet side. Some of them have been answered partly, but it would be nice if you can help me understand a few things. So, the first thing is, right, I noticed that our long-term borrowings have decreased from 5.6 crore to 4.5 crore, while short-term borrowings went up from 3 crore to 8.5 crore. I think Prasad, sir, you mentioned about the CC and Ajay, sir, as well. And our equity right now, the book value, what I see is around 50 crore, right? So, I know that our debt is very, very minuscule compared to the equity portion of our book, of our balance sheet. However, I had two questions on this. What was the purpose of the short-term borrowing increase? Was it just to fund the projects like what you said? That's one thing I would like you to just repeat for my benefit also. As of today, if you can also tell us what is the current status of those loans, you know, in your limited capacity, that will help.

Ajay Ojha: Sure, Prasad, you want to go ahead? Okay, let me take it. Lakshman, sir, thank you so much. And I know you have a lot of trust and your appreciation always keeps us motivated. Thank you so much, because there are a lot of doubts in the mind of many shareholders. But I have always seen you, you know, praising us on our work and performance. So, thank you so much. Also, your two quick answers to your questions. One is yes; the CC limit has been utilized for two purposes mainly. One is EMD and 2nd is bank guarantees. See what happens is, in any tender process, we have to invest 10% of your of our value of our projects as our bank guarantees, only then the final payments are realized, so we get our payments blocked for almost 1 1/2 years if we don't give the bank guarantees, so it is actually equivalent amount of 10% of our value for of the gone projects, and even now. The private players, also like the data center business which we are in, they also have a 10% bank guarantee for our final release of payments as a process requirement. And we cannot dictate the payment terms with them, especially with the data centers, which are one of our biggest client sectors.

Ajay Ojha: So that is one. And second is, of course, EMDs, as he mentioned, is also one of the reasons where we utilize our CC limit. At the same time, you know, if you look at the project cycle, if the project is 6 months, let's say, for example, just for your, for the benefit, I'm just trying to explain this. If the project cycle is 6 months, we start with the EMD process and RFP process, where we invest about 1% or 2%, depending upon whether it is a central contract, straight contract, or which type of tender it is. Now, going beyond, almost 30 to 33% is what we invest till such time that the first billing of the cycle is done. So, we almost invest 30% and that is our unbilled revenue. Now the billing probably happens when the milestone is achieved and that cycle is a vicious cycle which we have been trying to overcome somehow without the CC limit. And as far as the second portion is concerned our long-term borrowings. In fact, you'll all be happy that, you know, we have closed our corporate loan of 3 crores. So, we have utilized our cash in hand also to close our, you know, our loan, corporate loan. Now we have two parts which are remaining. One is a CC, which keeps on changing. You know, the utilization keeps on changing. So, in one month, you will see that, you know, there is no interest on the CC because we have a lot of cash. Then we utilize that for closing of corporate loan and again, the CC is utilized. So, you know, it's a vicious cycle we are trying to overcome, definitely. And last but not the least, I am, we are planning that, you know, we would be, we also have one loan which is a long-term borrowing, which we are also planning, you know, somehow to manage it very well before March. So, you know, all in all, our long-term borrowings will almost be nullified. We are targeting that it has to be nullified by March. And last but not the least, it would be only CC, which is actually our cash credit limit, and it should be utilized as and when required, especially for the purpose of bank guarantees, EMDs, and the project expenses which we incur. I hope that answers your question, sir.

Lakshman Easwaran: Yes, sir, I think it's clear. It's actually clear for me. So, what are you saying is the long-term borrowing is the one which is which you have reduced by 3 cr. Is that right? Is my understand? And the short-term borrowing is mainly CC, which limit is being leveraged for funding the projects wherein the revenue gets built a little bit later. Am I right?

Ajay Ojha: Yes, yes, yes. Yes, yes, yes.

Lakshman Easwaran: Okay, awesome, sir. See, one more thing, now, since we are a company which is very prudent so far, right? I've noticed, I think I mentioned this to you last time as well, that since our book value equity is around 50 crore, having a debt of, you know, even 10-15 crore in the books is not going to change anything drastically. But I think our DNA has always been to reduce debt, which is amazing.

Ajay Ojha: Yes. Right. Yes, yes.

Lakshman Easwaran: Sir, the second thing, right, this is again on the receivables. I had some question. It's not more so for question. See, receivables has been something which generally as an investor, as a previous investor also said, right, receivables is something we really look at, you know, in the book. And I'm happy to note that we are working on making sure we collect it better. Also, I just want to understand, see, as we grow our sales, see, right now, I think maybe we will probably cross 50 crore soon. As we grow further, do you see the receivables, the legacy receivable effect waning away? Is that something we can expect? I'm just trying to understand that part, you know, the legacy has been there for quite some time. So just a thought on that, Ajay, sir, you know.

Ajay Ojha: Sure, sir. Very. Thank you so much for asking this question. In fact, Prasad is in a better position because he's been fighting on the MSME, on the NCLT, and you know his experience with them is what will come into the foray. Please, Prasad.

Prasad Pawar: Yeah.

Ajay Ojha: Please answer that question.

Prasad Pawar: Yeah. So, sir, legacy, outstanding whatever we are having, it is not that it is not acknowledged by the party or they are not kind of in agreement that it is due at their end. And they are in agreement with us and even the proceedings are in positive direction that They have acknowledged our debt and they have agreed to pay us. However, certain clients are under NCLT procedure because of which it is taking time as per their schedule to get realization of our payment, but we are very positive about it. And apart from that, the government outstanding which is there. So that is also judicially we are in a very stronger position and even the concerned departments has agreed it to pay us. So, we are very positive about those outstanding that those are not something which will go into the bad debt. It will be, it will be realized, and we are very positive about it, sir.

Lakshman Easwaran: Okay, sir. Cool. So that's the second thing which I wanted to understand. The third thing is now is a very general question. See, I keep following your LinkedIn page and I see a lot of hiring is happening and I think we are there in multiple locations now. So maybe if you can just talk about as of today a little bit about where all we are, and what is the potential revenue contribution which we are targeting from each office? I'm sure you must have given some kind of direction to them. I don't know, somewhere if you can help us understand so that we investors can have a trajectory and we will put our own numbers into our heads. You know, from your side, if you can share anything related to this office, the opportunity size and stuff like that. Yeah.

Prasad Pawar: Okay, so currently, sir, as we have updated, we have original offices in Assam, Vadodara Gujarat, and Karnataka. However, apart from these offices, we are also, through our associates, we are also working in Andhra, Telangana. MP, then Odisha, then even even Haryana, Punjab, so, so we we are trying to, and and as we are accredited by NABET for 21 sectors, we are getting

inquiry across from across India. For which we are bidding. So, so we are through these three regional offices. We are, for example, Assam, we have generated a revenue to revenue to the tune of 60 lakh rupees, which is purely consulting, and as we know that Assam is not a very not having that deep pockets in terms of paying a consultancy fee, but we are able to penetrate there very nicely. We have filled, filed certain tenders which are high value tenders and those are with the government and that will be the beginning of ours to work with the Assam government. So, with respect to Gujarat, we have a very big client, Deendayal Port Authority, for which we have an order value of 10 crore and having a spread over three years, including the AMC of the supplied equipment. Further, we are also working with them on a bigger project, which we are very positive that we will be able to convert it and other consultancy projects which are there in like Hindalco in Gujarat, we have completed that implementation project and we are very positive that we are being able to penetrate the Gujarat state also in terms of the consultancy businesses. Related to Karnataka, we have filed many tenders with respect to the consultancy, environmental clearance and post environmental compliances with the government of Karnataka, as well as we are we are also penetrating our services to the private industries for ESG as well as for the technology implementation. And at all the states, though we don't have a regional presence there, but across India we are we are working for our CEWT technology as well as our Yuka Yantra. As we have 131 cities all across India which are declared as a non-attainment city by central Government, where a National Clean Air Program is getting implemented, so we are targeting all those 131 non-attainment cities for with respect to the Yuka Yantra, Sir.

Lakshman Easwaran: Okay, sir. Got it. Got it. Got it. So right now, Assam, I'm seeing some traction in Gujarat. So these two places are places where, you know, we can see revenue contribution also, right? Moving ahead. That's my understanding, correct?

Prasad Pawar: Yes, yes, sir, yes, sir. And through Assam, we are also targeting 7 sister states. Recently, we have got to, we will, we are in a discussion for one Arunachal Pradesh project also and Tripura project also.

Lakshman Easwaran: Okay. Got it, sir. Sir, on the same line, right? I just wanted to find out in US and Singapore, whatever offices we had, are there any developments there or right now we are more focusing in India and I just wanted to get some thoughts from you because I know that that's part of all our notes, right? The U. S. office and Singapore office. So, if anything, happening in that front, sir, any projects coming up.

Prasad Pawar: Ajay will update you on U.S. development, basically.

Ajay Ojha: Yes, in fact, yeah. In fact, you know what has happened is we have got about 7 projects of due diligence in the U. S. and I'm very happy to inform that U. S. has been dormant for some time. We received some pre-work orders last year, but this year it is very interesting because we have

been getting orders of due diligence, especially on the, or in and around the area of Texas where, you know, LNG pipelines, due diligence is what we are working on. And we are creating, you know, automated response systems for LNG to be explored further. So, you know, that is all in the pipeline and we would see traction and revenues being generated from the US office. Though it is not going to be very prominent as such, but you know how the US markets have been behaving lately in the last one, one and a half, two years. But I'm very positive because we already have order books in the U. S. right now. And in fact, we have completed almost 5 of those projects already. So that is about the U. S. and Singapore. Yes, Prasad looks after Singapore, so he would be the right person to comment.

Prasad Pawar: Yeah. So, Singapore, we have a non-disclosure agreement with Singapore Government Research and Development Company, A*STAR, and we are working on certain projects with them in terms of research with A*STAR, as well as we are working on one project for the government school in Singapore for our CEWT technology. The funding provision is in progress from the government. And once that is done, we will be installing our first CEWT plant in Singapore as well.

Vaishnavi Vaity: Okay, so we'll take a few questions from the chat box. First is from CA. Yes, yes. So, you want me to read it out?

Ajay Ojha: Yes, I was about to, yes, yes, yes. I let me, I'm just going through it. So, I was just, no, no, I'll reply. I'll reply. I can see that. Yeah. So, thank you so much for writing us,

Gordon, sir. The NCLT part we have already explained. In fact, just to add on it. The NCLT part is probably 30% of the total legacy. There is one major payment of about 3 crores. Don't catch me on the numbers. I'm giving approximate numbers. About 3 crores from the Delhi government, which is not under the NCLT, but it is because the provisions of the of the money allocated for that particular project was already exhausted. This is an extension of the tender. And in fact, you will be happy to know that we have written this to the PMO office and the PMO office also has confirmed the amount. They have put up an officer in charge to take care of this particular aspect. And we have got the confirmation from the PMO office about the money which is pending with the Delhi government. So definitely we are very positive and these are not bad debts as yet. So please believe us when we are saying because we are for chasing both the NCLT as well as our Delhi government on a day-to-day basis. In fact, even with the NCLT, and we have also filed MSME cases, the hearings have been done partly. The final conclusion has not been done yet, but we are very positive that, you know, we will be definitely be able to recover all this money the 2 major NCLTs are one is Premier Limited Company, which has gone into NCLT and Ambey Valley, which is also, you know, facing the trouble. So, these are the two which we are fighting on the part of liquidation, but also on the other hand, the government of Delhi, especially the East Delhi Municipal Corporation, have agreed upon the amount. It's only

that the process of conversion of that agreement to realization of the money is pending. So that is first, I hope that answers your.

Tejas sir. The current book value and the completion timelines, as Prasad has already mentioned, we have a pipeline of about 30 crores and almost all that will be converted by the end of March. I don't know whether I should speak on those numbers, but just for your, you know, just for your happiness, I'm talking about those numbers. Satisfaction.

Amit Kumar, sir. I'm very happy you mentioned this point in the chat. His point is management should not be worried about the low stock prices. We are not worried, sir. In fact, we don't even look at it. Believe me, somebody even messages us, only then we come to know what the stock prices are. So, we are least bothered about that. We have a lot to do on our business front, and we don't have actually got any time in order to, you know, keep checking on the market and the market size. And yes, we strongly believe your point, sir. Thank you so much for confirming it to us. It gives a lot of motivation to us that, you know, it's a temporary thing. And if there is a continued consistency in the performance, it would change in no time. So, yes, thank you so much, Amit, sir.

Zainul, sir, morning. You wanted something on the Yuka Yantra, as Prasad has already mentioned, that you know we have got the Yuka Yantra technology approved by the Ministry of Science and Technology. Now, we already have sold 60 equipments as of now, and we are in We are probably, you know, we will sell another at least 10-20 in the coming days, so for sure there is there is a lot of orders in pipeline, and if you know the Bombay Municipal Corporation, the Pune Municipal Corporation, through the High Court order has now asked all the construction places to have pollution control equipments placed during the construction period. So, we have just sold few equipments through the data centers which are high-end construction like Singapore Telecom. We have sold to a construction entity. So, data centers are our target for the Yuka Yantra and the private sector and of course government sectors. We are going to give you good news very soon on the government sector orders. So, thank you, Zainul, sir, for asking.

SD, sir, I'm sorry there's no complete name on that. As I was mentioning, U. S., we are already seeing traction and by the end of March, you will see some numbers filling in and Singapore, yes, as Prasad mentioned this, I think this has been answered.

Darshadeep, sir, quarterly business update. I agree with you. As you know, in my initial remark itself, I said I'm very sorry and sincere apologies from my end for not being connected. There are too many things that were happening and we are very sorry and I can only apologize. I'll make sure that at least quarterly updates would be given to you. In fact, there is something in our mind to start a newsletter for our shareholders. I don't know whether we require any SEBI clearance for that or not, but we are definitely thinking on those lines. But if you look at, please

get connected, Darshadeep Singh on our LinkedIn, on our social media accounts. as well as on our website, there's a lot of updates there. But I'll make sure that, you know, we are connected with you all. That is our basic, you know, basic focus for the next 6 months.

Paras Sir, yes, please. Paras Sir, I don't know. You are the next, I think, in the line.

Vaishnavi Vaity: Yes, so, once this chat box questions are done, I'll take Paras Sir online.

Ajay Ojha: Yeah, I think I think there are

Tejas Sir, you have something on the average cost of the fund's debt. That's a question from Tejas, sir. I think the cost of debts for the CC, I think it is, Prasad, correct me, it is 8, 9%.

Prasad Pawar: Yeah. 9% percent, 9%, it is 9%, Ajay. Yeah.

Ajay Ojha: Yeah. And as far as the heaviest cost that we were incurring was on the corporate loan of 3 crores, which we have closed. So, there is no question about that.

Rajesh Ji, your question is why, what are the reasons for fall in EBITDA from 41% to 33%? I don't know which you are which year you are comparing. If you compare H1 to H2, H1, things are very positive, but if you're comparing from March to from the annual entire year versus H1, it will definitely be skewed, which we have already mentioned that it's a cyclic process. So that question of EBITDA, probably I'll answer in the March-to-March comparison. That would give us a much more relative comparison rather than, you know, comparing the H1 with the entire year. Uh, so yeah, Rajesh sir, you are comparing H2 of 26 with H1. So definitely it would be skewed as we have already mentioned, sir, that, you know, H1 has to be compared with H1. I have been like, you know, asking everyone to please do that because H2 versus H1 definitely is going to be very, very different because it's the second part which is much more prominent for us. If you see all the last 3 years, it has always been the case. So H2, when we compare with H2, we will have a definitely, you know, more or less resemblance in the H2 with the H2. So please, you know, please, I would refrain from comparing H1 with H2. Please, until at least the next 2 years, then things will change drastically. Then we can have all these comparisons done. Probably even on the monthly or a quarterly basis. Yeah. Yeah, thank you. Thank you for the thumbs up.

Okay, Nilesh Ji, do we have, Nilesh Ji is asking, do we have a plan to do business in marine coastal areas as lots of opportunities are there for environmental issues? In fact, Prasad is the right person. He's already, you know, working on the marine and coastal side of it. Prasad, can you take this up?

Prasad Pawar: Yeah, yeah, yeah. So, Nileshji, we are already working on those lines. Rather, we have started one of our branch in Alang where ship breaking is happening. So, we are starting our activities there by providing EAG related services as well as technology. And we also have a port and harbour sector as an environmental clearance as well as shipbuilding sector for the environmental clearance. So, we are definitely working on those lines and we have our eyes on the potential government is building for marine and coastal areas. In fact, we are having certain projects where we will be involved in mangrove plantation as well. So, which will be a coastal development kind of, and we are also into CRZ clearance. So, we already have our eyes on marine and coastal areas, sir, and we definitely wanted to go in depth with those 2 sectors.

Ajay Ojha: Yeah, just to add on that, Nileshji, there is something called as blue economy. In fact, from the R&D perspective, we are already exploring a lot of aspects of blue economy because the future is data centers and blue economy. We are already there and we have already been working on that aspect as well. Just to add to what Prasad has mentioned and I think Paras Sir has been waiting for us for a long time. Please Paras Sir.

Paras Chedda: No, no, sir, that's fine. Thank you so much, sir, for this opportunity. Sir, again, you know, my first request is, as some, as you know, a participant pointed out, if not quarterly, at least six months may, if you can upload a presentation and have a conference call and connect with the investors. You know, one thing, sir, I don't appreciate is that you don't look at the market valuation which is fine, but I would still think at least engage with investors sir. Over a six month period at least. That is my request sir.

Ajay Ojha: Sincere apologies, I'm telling it again and again. It is bad on our part and I agree with you, sir. We will make sure that it happens.

Prasad Pawar: Yeah.

Ajay Ojha: Very sorry.

Paras Chedda: Alright. Because our investors are also part of, you know, your your your business growth, you know, and foundation of the business.

Prasad Pawar: No, no, sir. They are the biggest part, sir. And we really sorry for the non-communication from our end. And we realize that it has to be done on a continual basis. And hence forward, we will definitely keep that in our mind that every six months we have to interact with all of you, sir.

Paras Chedda: Yeah. Hi, PPT and engagement, even a PPT will also work, plus engagement with investors, so that makes it more professional.

Prasad Pawar: Sure, that shows.

Ajay Ojha: Yes, yes, sir, yes, sir, yes, sir, yeah.

Paras Chedda: Thank you, sir. Sir, just on the EBITDA margins, and I understood your point, six months, don't look at it, so on a full year basis, sir, you know, typically you've said growth, you know, will be whatever that 30 to 40%, and you put a number also. So, but on the PAT margin, sir, typically we normally have 25%, I'm not going on the EBITDA margin. But typically, 25% PAT margin, so can we sort of expect that kind of a ballpark to stay annually?

Ajay Ojha: That is our target. In fact, we are happy. We are happy to maintain that. I can promise that, you know, it would be around the same.

Paras Chedda: OK, so that's good to hear.

Ajay Ojha: That is our target always. Yes.

Paras Chedda: Understood, sir. Sir, on the trade receivables bit, I have just, you know, a little bit not understood, 22 half is there, you know, as of now, and 6 crores has been collected, right? So, I mean, what are we expecting by the end of the year? Let's say March 27, you said, of course, collections will also happen and there will be dramatic changes. So, what drastic changes as of now are we talking about?

Ajay Ojha: Sir, one is that the receivables should be 100% realized, other than the legacy. So definitely, you know, all that realization, legacy, legacy is about.

Paras Chedda: OK, and legacy bring about about 4 crores.

Prasad Pawar: Legacy is around 4 crore, sir.

Ajay Ojha: Four and a half, I suppose, yeah.

Ajay Ojha: So that you would see probably, that we would see at least for the next, till next Diwali, I suppose. Partly from that, Prasad, you would be the right person to give dates, but I think you know that would continue for some time. Even though we have everything, yeah, yes, yes, for the legacy.

Prasad Pawar: But for legacy, for legacy, you are saying Ajay?.

Ajay Ojha: yes, yes, for the legacy.

Prasad Pawar: Yeah, certainly, sir, legacy, the biggest legacy with the government will have, say, around one, 1 1/2 years' time, as it is under the legal battle, sir.

Paras Chedda: Okay, so 4, 4 and a half crores will be stuck, but balance, let's say 17-18 crores will be recovered, you saying?

Ajay Ojha: Sir, out of that 10 crore is already recovered as of date, almost.

Paras Chedda: Acha. Yeah.

Ajay Ojha: See, what happens is, sir, what happens is the credit, the credit time is 2 months, payment happens only after 60 days.

Paras Chedda: Right.

Ajay Ojha: So that is actually… once 60 days are completed, we get the payments automatically.

Paras Chedda: Right.

Ajay Ojha: You know, so the recovery though, it's like a process.

Paras Chedda: OK, so let's say, let me just understand it better, sir. If 4 and a 1/2 if we put it aside, right? And because those are legacy, they are stuck, so what is the normal receivable days sir?

Ajay Ojha: 60 days to 90 days. Depending upon which company we are working for, which what is who is our client.

Paras Chedda: Okay.

Ajay Ojha: It is 60 days to 90 days, so if you look at the aging.

Paras Chedda: Yeah.

Ajay Ojha: The only, the only, the only projects which has gone beyond 90 is probably not even 20% of the whole amount.

Paras Chedda: Okay.

Ajay Ojha: So aging wise if we compare…

Paras Chedda: So, on an average?

Ajay Ojha: On an average maximum 90 days for some clients and maximum 60 days for almost 80% of our clients.

Paras Chedda: Yeah. Right, so normal receivable days are, let's say weighted average would be about 65 - 70 days is what you're seeing.

Ajay Ojha: Yes, yes, yes.

Paras Chedda: So, apart from that, the rest of the legacy are normally functioning.

Ajay Ojha: Oh yes sir, absolutely. There is no doubt about that.

Prasad Pawar: Yes, it is.

Paras Chedda: Right, sir. So, sir, on a full year basis, you know this cash flow from operations which are on a first half negative, will be positive on a full-year basis, sir?

Ajay Ojha: It should be Sir. That's our target. 90%, I can assure you.

Paras Chedda: Okay, okay, because that makes the business.

Ajay Ojha: Absolutely, obviously, obviously, I mean, that is our target. So, if you look at October, we were positive.

Paras Chedda: Right, right. So, yeah, so.

Ajay Ojha: So, what happens is the cycle, the cycle is built in such a manner Sir. What happens is the credit line is, because the credit line is, let's say, 60 days, and there are also part payments which are done. So, what happens is, let's say I have I have filed an application, for example, just to just to clarify to you. OK, suppose you can enter for example, Yuka Yantra. I got an order, they don't give me advance. Okay, most of the MNCs and governments, so I invested almost 40% - 50% to get my Yuka Yantra ready.

Paras Chedda: Yeah. Right.

Ajay Ojha: Now, I send that Yuka Yantra to the client. This takes me 3 months, during which I have invested the entire amount.

Paras Chedda: Yeah. Right.

Ajay Ojha: Now, when the when the Yuka Yantra is given to the site, then I can raise the bills. So, 3 months have gone into the investment. After that, 60 days...

Paras Chedda: Right, so it's almost like 150 - 180 days conversion cycle.

Ajay Ojha: Now, this is in the projects, this is in the projects. Meaning, where we are supplying equipment or doing some hardcore work, but in consultancy, it is the other way around.

Paras Chedda: Right.

Ajay Ojha: OK, consultancy many of the times, once we file the application, we can raise the bill. So that application filing takes one month, and...

Prasad Pawar: It only changes in terms of government business, sir, related to consultancy.

Ajay Ojha: And then two months is the time till such time that they can pay us. So, it is 3 months max. That is what I said. It is 3 months max on an average for most of our consulting business.

Paras Chedda: Right, sir, the debt that has been taken now, and just, you know, for me to understand better, a long-term debt and this short-term borrowings you said for this EMD deposits and bank guarantees. So, when we look at, let's say, March 27, what can we expect on the long term and the short term?

Ajay Ojha: For long term my target is 80% or 70% to be closed. Sir, we believe very strongly that there should be no debt. Lakshman sir has mentioned otherwise, but believe me, I don't believe in having debt on the company. I want a debt-free company. Only the CC limit should be utilized. That is what our target is. Our target is.

Paras Chedda: Right, so most likely the long term, 4 and a 1/2, quite a bit of that will have been paid down. It will not increase further, at least.

Ajay Ojha: Yeah. Yes, yes. No, it will not. Yes, it will not, sir.

Paras Chedda: And 8 and a 1/2 will be dependent on the projects then.

Ajay Ojha: Yes, yes. Only the CC limit will be utilized. That's it. That is our target.

Prasad Pawar: And CC that too, as we are involved in technology implementation and Yuka Yantra supplies, so that is why we require it, sir, not for the consultancy business.

Paras Chedda: Right, sir, right, and sir, you know, eventually how many orders are eventually expected from the USA??

Ajay Ojha: Sir, I don't want to give a number, but you will see good numbers positively.

Paras Chedda: Okay, sir, I mean generally for FY27 broadly you've indicated. For FY28 now, now we are present in quite several states, at least our presence has started and somewhere we've got traction also it seems. So, for FY28, what kind of, you know, colour can you put on growth, sir?

Ajay Ojha: Sir, we believe in, you know, sustained growth. See, it is very easy. Let me be very frank with you. It is very easy for us to get a work order of 20-30 crores in one go. It's very easy. There are a lot of people who come to us and say, " You take up this work." But sir, we don't want to do that because that is one time. And to sustain that year-on-year is not going to be possible. Because these are opportunity-based projects. We want to have a sustained growth. We are growing at an on an average of 30 to 40%. We want to maintain it so that, you know, we don't fall flat on our face just by taking something, you know, or going in the wrong direction. So, we'll sustain our growth rate as it is in the last 3 years.

Paras Chedda: Right. And out of the total business, you know, what would be the breakup between consulting, technology, and you know, this Yuka Yantra and stuff?

Ajay Ojha: Sir, Yuka Yantra comes under technology, so we usually have 50-30-20 ratio. 50% comes from consulting, 30% comes from technology, and 20% is our specialized services and R&D services and laboratory services. Usually, this keeps changing here and there. Sometimes it becomes 40-40. Sometimes it is probably, you know, 40-40, 10-10 kind of thing, but it is on an average in that range.

Paras Chedda: Understood, understood. Right, and lastly, sir, from yeah, so just lastly from CEWT overall revenue for FY 27 and 28 now that we've achieved TRL 9 status.

Ajay Ojha: Yes.

Paras Chedda: So, overall revenue from the CEWT for FY 27 and 28 what can be expected?

Ajay Ojha: Paras Sir, you are asking me for too many numbers. I don't know what to answer to you on that.

Prasad Pawar: Sir, sir, what, sir, sir, what we can tell you is that the technology is getting good attention of government authorities. They are inclined to implement this technology.

Paras Chedda: Right.

Prasad Pawar: And we are really keen that we are implementing both this patented technology in government and at multiple state level. So, number wise, it will be definitely positive, but frankly speaking, we are pitching at so many places and we are getting really good response against it. But we really are not sure that what number we should code to you.

Paras Chedda: OK, no fair enough.

Prasad Pawar: But it will, but, but it will be definitely positive, sir.

Ajay Ojha: Paras Sir, one thing I want to tell you the procedure of, you know, putting the technology RFP to conversion to tender, filing the tender, the EMD, the process of work order and the implementation and the first revenue generation itself is about nine months process.

Paras Chedda: Yeah. Right.

Ajay Ojha: So, I don't want to put any number.

Prasad Pawar: Yes, sir. Yes, sir. You please need to understand this what Ajay is telling, because getting only patent or getting only validation for NRDC doesn't give us a red-carpet treatment at government businesses, sir. It takes a lot of procedural part to get it converted into the business.

Paras Chedda: Right, right.

Ajay Ojha: And realization of the first money, you know, first bill. After the work order

Paras Chedda: So, right, right. So in FY28, we can see a lot of that traction, possibly.

Ajay Ojha: Sir, in FY28, I will give you a red carpet welcome.

Prasad Pawar: Yeah.

Ajay Ojha: As an investor, there are a lot of plans you'll see coming soon.

Paras Chedda: Yeah. Shall we really?

Ajay Ojha: Because you know we are also launching ourselves into AI at a great level. The integration is already going on at Techknowgreen, and that itself will be one of the products.

Paras Chedda: OK, understood sir. Thank you, sir, but again, you know, only one request don't ignore the market as well, and just if you can.

Ajay Ojha: No, sir. We won't, sir. As I mentioned, sir, there is a plan to create a newsletter, but you know, it takes a lot of time. A lot. So that is why newsletter I don't want to start, but there's interaction. Paras sir. Believe me, it would not be an issue.

Paras Chedda: Right, because at some point, you know, you will also need, let's say, equity and all that. So, you know, it makes sense to have a constant engagement on a regular basis.

Ajay Ojha: Yes, yes, sir, yes, sir, yes, sir.

Paras Chedda: Thank you, thank you so much.

Ajay Ojha: Yes, yes, I'll take one pointer from Darshadeep. He has written a big chat. So, I'll just, I'll just quickly...

Prasad Pawar: Yeah, I would, I would like, I would like to answer that, Ajay.

Ajay Ojha: Please, please go ahead, please go.

Prasad Pawar: Harshdeep sir, we had been a part of interaction with DPCC. The tender of 104 crore what you are talking about is not an actual tender on a sale basis. It is a pilot basis wherein you need to invest and the model they are coming up with is a Revenue through advertisement and not a direct sale of a product. I had a meeting with DPCC Chairman. We have already introduced our technology at Delhi. So, we are not ignoring any opportunity where Yuka Yantra can be installed. We have already completed a trial with Uttarakhand government, where we have got a positive result. So, the final report will be coming up in a few days. So, you will see the good progress on that front. So, believe us, sir, there is no state which we are not turning our attention to. So everywhere we are keeping our eyes on that wherever our product will have opportunity, we are definitely going to grab that, sir, so rest assured about it, sir.

Ajay Ojha: Yes.

Vaishnavi Vaity: Sir, should we conclude?

Ajay Ojha: Yeah, I mean if there are no more very quick. I think.

Vaishnavi Vaity: And so, we have one hand raised from Vardhan Sir.

Ajay Ojha: Yeah, I think Gordon, sir, Lakshman, sir, has again raised his hand, I think.

Prasad Pawar: Thank you, Darshdeep ji.

Prasad Pawar: Lakshman sir has sent a message.

Ajay Ojha: Okay.

Vaishnavi Vaity: Yes. Yes. So, I think we have covered the like.

Prasad Pawar: There seems to be something from Paras ji.

Ajay Ojha: Yes, Paras sir, anything else?

Paras Chedda: Sorry, sir, I think just last thing: as investors, sir, what growth drivers should we sort of expect for our, you know, business growth. You know, the range of business growth you've already highlighted, but you know, just what are the drivers that we should look forward for the next 12 months or so?

Ajay Ojha: The drivers from external drivers are two. As I mentioned, there are three drivers. The policies, which are in our favour. This is a government policy. If you look at National Clean Air Program itself, they had allocated 80,000 crore rupees. Maharashtra received 4,000 crore rupees just in the NCAP, but then we are actually working out a plan to implement Yuka Yantra through a lot of trials already going on right now. So, policy is one of the drivers. The second driver is urban infrastructure and legal updates which are happening in terms of urban air quality and wastewater. So, you will be surprised, sir, we have been just recently given an audit of 140 sewage treatment plants across Pune region by the state government by the State Pollution Control Board. And we are expecting it is going to expand. The total number of STPs to be audited is in the range of about 8,000 across Maharashtra. We have already done 140 as our trial, and they are very happy with it. We have, in fact, integrated an AI platform for this. So, it will be much more easier for further implementation. So, the investments of the government in various environment infrastructure and studies is what is the drivers. And the last but not the least is the driving of the data center business and the infrastructure construction business. If you look at 9 out of 10 data centers, actually we are their consultants on environment front and sustainability front. And this is a sustained business. You name, in fact, we'll be very soon giving you some good news on the disclosure of some of the projects which we are going to receive in the next few days on the data center business of environment clearances. So, these are the three main drivers.

Paras Chedda: So, sir, data centers, just with the data centers, what kind of business or ticket size and or what kind of business do we interact with the data centers?

Ajay Ojha: Sir, all our most of our businesses and data centers are related to environment clearance and pollution control board clearances. Now, these ticket sizes range from 90 lakhs or rather, you know, 70 lakhs to anywhere till 2 crores.

Paras Chedda: Okay. Understood.

Ajay Ojha: Yeah, and in addition to that, like, for example, we have already disclosed Singapore Telecom gave us Yuka Yantra order of about 2 and a 1/2 crores.

Paras Chedda: Right.

Ajay Ojha: So, there is a lot of cross-selling that is happening. And then they require post-environment compliance where our laboratory takes care of it.

Paras Chedda: Understood. Correct. Fair enough, understood, sir. Yeah, yeah, thank you, sir. Just look at the PPT, you know, like I said, six months. Thank you.

Ajay Ojha: Yes, sir. We will do that.

Prasad Pawar: Definitely, Sir

Paras Chedda: Thank you. Thank you.

Ajay Ojha: Yes, yes.

Vaishnavi Vaity: So, Ajay Sir, I think we can conclude the call, as we have covered majority of the questions.

Ajay Ojha: Yes.

Prasad Pawar: Yes.

Vaishnavi Vaity: Investors, if you have any further queries, please feel free to reach out to us at info@akmiladvisors.com. Thanks, and the management team of technology.

Prasad Pawar: Thank you all for trusting us and keeping faith on us. We will definitely going to be there together for a long term and looking forward for positive development for you as well as for us.

Ajay Ojha: Thank you, thank you so much for the patience.