## Management Discussion

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. Good evening. Good evening, all the shareholders, and all the family members. On behalf of Hi-Green, I heartily welcome all the shareholders, stakeholders in our first half-yearly earning call. As we declared our result just yesterday, I would like to brief you a few points on which , then we'll have more time on question -and -answer session. So in first half, this current year, we did a consolidated turnover total revenue [Phonetic] of INR99.78 crore, which is almost 40 % -- 41% higher compared to last year second half. We grow our gross profit from INR24 crore to INR35 crore, which is almost 47% higher compared to last half year. And same way, our EBITDA margin also grew from INR13.61 crore to INR20.60 crore compared to last half year, which is 51% higher compared to last half year.

And then talk about the PAT. PAT last half year, it was a loss of INR1.29 crore due to some exceptional items. And this half year, we did INR6.69 crore on consolidated basis. These figures include our Rajasthan plant, Maharashtra plant, our two subsidiaries, Shantol Recycling based in MP. So these three pyrolysis plants as well as a fourth plant of Samsara, which is located in Kachcha, which is engaged in crumb rubber manufacturing, our second subsidiary. So this three plant of pyrolysis, one plant of crumb rubber manufacturing, as well as little technology service. So we clubbed our other business into Hi-Green and opened our new one DA [Foreign Speech].

So altogether, these consolidated figures includes. And so far as the standalone performance is concerned, we did a total income of INR83.88 crore revenue compared to INR57.27 crore revenue last half year, which is 46.48% growth compared to last half year to this half year. Then the gross profit margin also grew from INR19.27 crore to INR29 crore, which is almost 51% growth. And EBITDA margin also, we -- it was INR10.82 crore, which increased to INR18.06 crore, 67% growth in EBITDA on standalone basis. And ultimately, the PAT, last half year it was INR1.72 crore only and this current half year it ended at INR9.69 crore, which is almost 4 times higher compared to last half year.

So company did a statistically good performance in 7.5 years. So far as the capacity utilization is concerned, in processing of waste tires, Rajasthan plant, we did almost 70 -- 75% capacity utilization in this half year. In Maharashtra plant, same way, 70% capacity utilization. And in MP plant, which was started in April-May, April-May this year, we achieved almost 40% capacity utilization in p yrolysis segment. And same way, last year of Diwali we had a fire incident at our Samsara Recycling, which also reopened and achieved 50% capacity utilization in last half year.

So -- and so far as the rCB is concerned, we did 29% capacity utilization at Rajasthan plant, 30% capacity utilization at Maharashtra plant. MP, we have to start rCB in upcoming months, very soon. And so far as the silicate plant is concerned, we achieved 80% capacity utilization in Rajasthan plant, and in MP, we have started the erection of plant for sodium silicate, and will be in operation very soon, most probably January, February we'll be having commercial production of silicate, our second silicate plant in MP. So this is the primary data based on the balance sheet and audited auditor's report. Apart from that, we'll have more discussion in question -and-answer session. So I open question -and-answer session.

## Questions & Answers

**Operator**
Thank you, sir. We will now begin the question -and -answer session. [Operator Instructions] Ladies and gentlemen, we will wait for a moment while the question queue assembles. First question comes from the line of Mr. Mahesh Tolani from Go Quarter. Please go ahead, sir. So Mahesh Tolani, please go ahead with your question, sir. As there is no response from Mr. Mahesh Tolani, we will take up the next question from Mr. Narendra Khuthia from Equinova. Please go ahead.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Hi. Am I audible?

**Operator**
You're audible sir.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Yeah. First of all, congratulations on a good set of numbers. So my first question is regarding your raw material procurement strategy, right? So I believe raw -- use of imported raw material is prohibited by the government. So how are we sourcing our product? How are we sourcing our feedstock? And how do we verify that it's not imported?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So mostly we, as a continuous pyrolysis operator, right now we are not allowed to import raw material directly. But recently, NITI Aayog has prepared one report and recommended to MoEF and DGFT...

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Right.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
...to allow raw material import for manufacturing rCB. So it was under an old policy, this restriction was there. In a short time, we see that this restriction will be open for us also. And second thing, currently we are -- technically we are buying the crumb rubber. So we are not a direct waste tire importer. So technically we source it from local supplier, local vendor who procure tire locally as well as globally, and they process in the crumb rubber. They remove steel, they reduce size, remove dirt and nylon a nd then supply to us. So we have multiple vendors across the different states who are procuring the material on behalf of us and supplying to us.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
So if the crumb is made from imported tires, then we are allowed to use it, or using crumb made from imported tires is also prohibited?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Technically, selling of waste tire, yes, it is -- it is not allowed. So typically in a base type of process where they use the belt adn everything. So this is a direct trading of imported waste. So this is technically not allowed.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Okay. So if we -- if suppose, for example, I import tires and I make it into chips or crumb that you are

using for your pyrolysis plant. So is that allowed? Or do I have to also make chips from this as these...

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
There's no restriction for this kind of process. There is no specific restriction like that you can't use.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Okay, got it, sir. Got it. And do you feel that this restriction would be lifted in the coming times or...

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
No. I mean we are -- yeah, it is -- g overnment is very positive about that because ultimately we are doing a valuation almost to 500 times of ETL [Phonetic] end products. If you import USD100 cash back our value addition goes up to USD500. We save products of 500 in the USD in terms of imported crude oil or any energy alternative or energy sources. So government is very positive. And nowadays only continuous pyrolysis operator who has a set of our technology, and you can say with zero liquid discharge and in a controlled emission manner. So government is not resistant [Phonetic], which it was due to this type of reactors. So they are -- slowly and gradually they are easing the ways for restriction.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Okay, sir. Got it. Thank you so much. And sir, second question regarding your raw material prices. So is it -- do you see any competition in procurement leading to price increases? And do you see there any structural change that could affect our pricing? I mean, is there competition for sourcing?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So right now, these prices are given by energy market basically, because mostly this waste tire is an alternative source of energy for energy recovery as well as resource recovery. So -- and major component of this waste material is the transportation cost. So all these factors put together decide the price. And obviously, when price of our finished product is high so demand of waste tire also goes on higher side. So there is a price -- some what the price fluctuation based on the pricing of finished product also.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Okay sir. Got it. Thank you so much, and all the best. I'll fall back in the queue.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Thank you.

**Operator**
Thank you so much, sir. The next question comes from the line of Mr. Vaibhav Parikh [Phonetic], an Individual Investor. Please go ahead, sir.

**Vaibhav Parikh - Analyst**
First of all, congratulations, sir. My question is, what are the key business segments of Hi-Green?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So our major segment is pyrolysis, upgradation of rCB, and utilization of steam gas. So in pyrolysis, we do major pyrolysis oil. In upgradation of rCB, we manufacture rCB, which is a replacement of virgin carbon. And third one, since our -- all the plants are of 100 metric tons per day and with

energy efficiency at the peak level, s o we have a spare syn gas, synthetic gas we generate from our process. So we have that value addition possible in the syn gas. So in our Rajasthan plant, we use the syn gas for silicate manufacturing. And MP also, we are putting the silicate plant, and which is going to be in operating in a couple of months. So this is the major segment of our business.

**Vaibhav Parikh - Analyst**
Okay, got it. Thank you, sir.

**Operator**
Thank you, sir. The next question comes from the line of Mr. Amit Gupta [Phonetic], an Individual Investor. Please go ahead sir.

**Amit Gupta - Analyst**
Hello, everyone. So my first question is with the third plant, that plant operational since May 2026. What is the current capacity utilization at the Rajasthan, Maharashtra, and Madhya Pradesh facilities? And what is the expected utilization by March 2027?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. As I mentioned in my opening remarks -- hello?

**Amit Gupta - Analyst**
Yeah, hello.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. As I mentioned in my -- hello?

**Amit Gupta - Analyst**
Hello, am I audible?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah, you are audible. Okay. I think my -- can you mute your mobile phone?

**Operator**
I have muted the participant, sir. Y ou can -- yeah.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. Okay. So as I mentioned in my earlier remarks, we achieved a 75% utilization at Rajasthan for pyrolysis, 20% utilization at Maharashtra plant, and 40% utilization at MP plant. This is across the three plants for pyrolysis. For rCB is concerned, we did roughly 80% utilization in Rajasthan plant and almost 30% in Maharashtra plant. For MP, we are yet to start rCB production in couple of month. And so far as the liquid is concerned, we achieve almost 80 % utilization at Rajasthan plant. And at MP plant, the segment is supposed to start by January or February of next year. So this is the capacity utilization and we almost feel that at every plant and at every process, every segment, 80% or above 80% capacity utilization would be at ideal level. And we are hopeful that by end of this financial year, we'll achieve this majority of our segment we are running right now.

**Amit Gupta - Analyst**
Okay, understood. And my second question is, how much revenue and operating profit has the Madhya Pradesh plant contributed during H1 2027, and what does management expect it to reach

optimal capacity utilization?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
MP plant, we started our operation in May, current year, and we have ramped up our production and right now, as on date plant is running with 60% to 70% capacity, as on date [Phonetic]. And we are hopeful that we'll achieve maximum capacity utilization , say, 75% or 80% by end of this current year only. And so far as the revenue is concerned, we are -- the plant is right now profit-making and gas generating stage, but due to initial depreciation, which is almost INR5 crore we provide in this half year. So due to that state is on a lower side. Otherwise, it is already in stage of generating a profit.

**Amit Gupta - Analyst**
Good. Great, sir. Got it. And my last question is, the company is developing a 60 TPD sodium silicate facility using syn gas. What is the revised project cost, expected commissioning date, annual revenue potential, and expected EBITDA margins once the facility reaches optimal utilization?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
It could be -- investment would be in the range of INR7 crore, INR7 crore to INR8 crore, including plant and steelwork, as we have a land already at the plant. So there is no investment for land, only factory building and the plant may be required to invest INR7 crore to INR8 crore and a few crores for working capital. And at the peak operation level, it will be at a 60 metric ton per day capacity. We will be netting [Phonetic] a revenue of almost INR30 crores per annum, INR30 crore to INR35 crores roughly per annum, it's a margin of 25 %.

**Amit Gupta - Analyst**
Okay. Thank you so much, sir.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Operator**
Thank you, sir. [Operator Instructions] Next question comes from the line of Mr. Javed Ansari from MM Capital. Please go ahead with the question, sir.

**Javed Ansari - Analyst, MM Capital**
Hello. Thanks for the opportunity. Can you throw some light on the relationship between Hi-Green and Sri Varahi Silicate? Especially, how will this sole selling agency and offtake agreement will operationally , and what are the key terms of the agreement between them?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Varahi Silicate is almost one of the biggest players of sodium silicate manufacturing as well as trading. They are biggest soda ash importer also. We can take in top 2 Varahi Silicate or the whole top 3 in India. Varahi Silicate player in sodium silicate plant. They have their liquid manufacturing plant, 12 liquid manufacturing plant across the India. So Varahi is our old customer, from Rajasthan also we are supply material to them for the Jaipur and the North India facility. So they are very good company, a good command over customer, good command over the procurement of raw material also. So we did this at MP plant sole selling agent. So they are supposed to sell our whole new products, whatever we manufacture t hey will be selling our -- they will be offtake -- we have an

offtake agreement with them for selling all the products from our MP plant. And most probably they will be supplying the soda ash also. So we'll have a better control over input and output. So we can link up both these sectors and we don't lose any scope for bidding on only one person [Phonetic].

**Javed Ansari - Analyst, MM Capital**
Okay, understood. And my second question is that there is an improvement in operating profit margin from last 3 quarters. So should we assume that it will continue to improve from here?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah, hopefully. Most probably yes.

**Javed Ansari - Analyst, MM Capital**
And so at what extent?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah, that is very difficult to project right now, but we are very positive for expanding our margin.

**Javed Ansari - Analyst, MM Capital**
Okay. And another small question related to Samshara fire. When will we receive our insurance amount?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
That survey report is concluded already. We have submitted it to insurance company. And positively, after submitting a report, the insurance company would take almost 3, 4 weeks of time to release our claim and amount. So that report is already submitted last week only. So after a few days, hopefully , we will get a final outcome.

**Javed Ansari - Analyst, MM Capital**
Okay, that's it from my side. Thank you.

**Operator**
Thank you, sir. The next question comes from the line of Mr. Ankit Agarwal from Value Cap Investments. Please go with the question, sir.

**Ankit Agarwal - Analyst, ValueCap Investments**
Hello, sir. Am I audible?

**Operator**
You're audible.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Ankit Agarwal - Analyst, ValueCap Investments**
Yeah. Thank you, sir. Thank you for the opportunity. Sir, I have two questions. My first question is, what is the current -- what is the current export share in both tire pyrolysis oil and rCB? And is there any plan to expand exports as a percentage of revenue?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So far as the current situation is concerned, right now for last 4 to 5 months, local price and local

market is very good compared to export market. So we are not more focused on export for TPO especially. And so far as the rCB is concerned, we have a stable customer in Sri Lanka, in Thailand, in South America. So that export is going on and we'll increase these figures for rCB especially in upcoming months. Because we have 2, 3 good inquiries across the global market, which are yet to be materialized and we are hopeful that this may be concluded in upcoming time.

**Ankit Agarwal - Analyst, ValueCap Investments**
Okay, sir. Sir, my second question is, normally what is the price difference between the tire pyrolysis oil and the furnace oil and LDO?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So that depends on -- totally depends on demand and supply. It is not a fixed because in the last half year only when TPO prices were too high but TPO -- sorry, LDO price was too high, but TPO was not moving ahead because our majority customers were across India, not for our company but for whole sector, majority demand was from road paver -- paving plant, from bitumen plant. So bitumen was not available and majority of the road building work was on hold. So the demand of TPO was on a bottom level. So prices were very , very below compared to LDO and FO. So otherwise our prices would remain in between FO and LDO prices. So that's the reason difficult in this situation. Otherwise, it would be average of FO and LDO price.

**Ankit Agarwal - Analyst, ValueCap Investments**
Okay. Sir, can we assume that higher crude oil prices normally benefit you in terms of your selling realisations if bitumen availability is there?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah, we can sell it.

**Ankit Agarwal - Analyst, ValueCap Investments**
Okay. Sir, just one thing I wanted to say, I had actually written an email to Sagar, I wanted to visit your Maharashtra plant, Dhule plant. I belong from Dhule only. But I haven't received any reply from the company yet as to when it would be possible.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
No problem. I'll remind Sagar. They're going to get a visit.

**Ankit Agarwal - Analyst, ValueCap Investments**
Thanks. I'll a rrange a date for me to visit the plant.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Hey, I'm -- I'll remind Sagar and he'll arrange the visit.

**Ankit Agarwal - Analyst, ValueCap Investments**
Okay. T hank you, sir. Thanks a lot.

**Operator**
Thank you so much, sir. Next question comes from the line of Mr. Mahesh from MM Capital. Please go ahead, sir.

**Mahesh - Analyst, MM Capital**
Congratulations on a good half, sir. My first question is on rCB front. Our blended realisation was around INR16 a kg in FY '26. Am I right with the amount?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Can you repeat your question? Your voice is not clear, sir. Hello, can you repeat the question?

**Mahesh - Analyst, MM Capital**
So our blended realization was around INR16 a kg in FY '26 including reject grades. Am I right with the number?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah, almost right.

**Mahesh - Analyst, MM Capital**
So could you share the prime versus reject split in those number and the ash content we are running?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
You are talking about quality of rCB?

**Mahesh - Analyst, MM Capital**
Correct. Quality of the rCB and also the prime versus reject split in this number.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. Okaym yeah. Quality of rCB is almost 80%, 75% to 80% carbon and 20% to 25% other material, which includes tire silica and other impurities also. And so far as the price is concerned, you are -- I think INR16 is the average of RCB as well as our rejected raw carbon, w hich is a prime source of pyrolysis process. So rCB right now would be ranging about INR30, nearby INR30, and virgin carbon would be ranging about INR80 to INR120.

**Mahesh - Analyst, MM Capital**
Okay. And my second question is, how much of the INR98 crore came from the Radhe Technology business, and how do its margin compare with core recycling?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
It would be INR8 crore something from our other business, and obviously margin will be almost -- gross margin will be almost 30% to 31% this current half year.

**Mahesh - Analyst, MM Capital**
Okay. And my next question is, with ROC near 10%, what would make you hold back the fourth plant and spend on REC big -- rCB grading instead?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So we are searching for good avenue and we have a thought of expanding at our existing locations also. So very soon we will be considering our fourth step for expansion.

**Mahesh - Analyst, MM Capital**
Are we doing any spend on rCB grading, li ke improving the rCB quality?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. We are doing, but still now we don't have any concrete news to be declared. Main thing is that only grading -- the grading is possible, but the grading with appropriate cost and with minimal impact on environment, which is needed to be -- to make rCB effective. Otherwise, virgin carbon is available. So we are in a process, we are in -- doing several R&D in our large-scale premises also. So -- but yet we don't have any concrete data to be declared right now.

**Mahesh - Analyst, MM Capital**
Okay. And my next question is that I heard from the market that F. Trenka [Phonetic] rCB and Rati Green RCB is of great quality as compared to us. What are we doing -- w hat are we doing to better of the quality of RCB?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So from which sources you listen it, I'm not sure. But yes, they are good players in India right now.

**Mahesh - Analyst, MM Capital**
So what are we doing to compete with them?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
I can't comment on their quality right now because this is our turning point. We can have a separate discussion on that, what technology they employ. And first of all, from where you listen all this and what are the base of this market rumors.

**Mahesh - Analyst, MM Capital**
Okay, thank you. Yeah.

**Operator**
Thank you, sir. The next question comes from the line of Maitri Shah from Sapphire Capital . Please go ahead.

**Maitri Shah - Analyst, Sapphire Capital**
Hello, good afternoon. Am I audible?

**Operator**
Yes, sir.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Maitri Shah - Analyst, Sapphire Capital**
Hello. Yeah. A bit new to the company, so I'm going to ask some basic questions. Firstly, you mentioned that the rCB pricing we're seeing right now is close to INR30 per kg. Is that correct?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Sorry madam, your voice is too low. Can you ...

**Maitri Shah - Analyst, Sapphire Capital**
Hello, yeah is it audible now? Hello?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Maitri Shah - Analyst, Sapphire Capital**
Yeah. Is it better? Hello?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Maitri Shah - Analyst, Sapphire Capital**
So we mentioned that our rCB prices are close to INR30 per kg is that -- I hear that right?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Maitri Shah - Analyst, Sapphire Capital**
And in FY '26, they were close to, I think, INR16, INR15.8 to INR16. So what sort of -- in this quarter, what sort of value growth and what sort of volume growth you've seen in rCB and pyrolisys, if you could mention that?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. For value growth, we don't see any price movement yet because there are a few new players in the market who are throwing at some inferior quality carbon in name of rCB recently. So in terms of volume, yes, volume, we are expanding our reach and we see almost 40% growth in volume this year compared to last year rCB.

**Maitri Shah - Analyst, Sapphire Capital**
Okay. And for the first half we've grown 41%. If you could just mention what amount of volume did they grow in that 41%, if that's possible?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Almost we did the 3,700 metric tons actually in this last half year, which was, I think, 2,800 metric tons after last half year.

**Maitri Shah - Analyst, Sapphire Capital**
And in pyrolysis?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
In pyrolysis, we did -- so cumulatively across the se three plants 24,000 metric tons on the pyrolysis.

**Maitri Shah - Analyst, Sapphire Capital**
Sorry, you were not audible. Could you repeat?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah, in pyrolysis we did 9,300 at Rajasthan plant, 1, 650 metric tons at the Maharashtra plant, and MP 5,100 metric. So total 24,000 metric tons we did across these three plants in this half year.

**Maitri Shah - Analyst, Sapphire Capital**
Okay. And the last half year for FY '26, what was the volume?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
One minute. Hold on. Almost some -- so 18,000 metric ton.

**Maitri Shah - Analyst, Sapphire Capital**
Okay. Okay, sir. Thank you. Thank you and all the best.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
The last 2 year -- in last two year, we did 36,000 metric ton. Perfect.

**Maitri Shah - Analyst, Sapphire Capital**
Metric ton, okay.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. So compared to two year we did 24,000 in this half year.

**Maitri Shah - Analyst, Sapphire Capital**
Got it. And this growth that we've seen in volumes, will we expect them to continue for the second half as well?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So obviously, because we have a spare capacity, little bit at our plant in Maharashtra and full capacity to be explored in the plant.

**Maitri Shah - Analyst, Sapphire Capital**
Okay. And mainly by FY '28 then do we reach 80% utilization in both rCB and pyrolysis in all three of our plants. What sort of peak revenue can we do from all three of them at 80%, 75% to 80% utilization?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Actually the -- not advisable to disclose that number. But positively so far as the volume is concerned, we are hopeful that 60,000 plus something volume we will do across these three plants with the ideal capacity of 80%, because we have installed capacity of 25,000 metric tons right now as on date. So based on the volume and based on the price situation, you can evaluate -- figure out.

**Maitri Shah - Analyst, Sapphire Capital**
Got it. And this was for pyrolysis, the 75,000 capacity, correct?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah . Only pyrolysis, yes.

**Maitri Shah - Analyst, Sapphire Capital**
Yeah. And on the rCB, if we have 80% capacity utilization, what's the volumes we can do?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
We can do almost, 15,000 to 18,000 metric tons.

**Maitri Shah - Analyst, Sapphire Capital**
15,000 to 18,000 metric tons. Okay. And you also mentioned that the gross margins have been improving. This improvement has come from the price movement happening, or are we also sourcing much better? Just some clarity on that. How does -- how has this improvement kind of

been?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
That is a combination of all the techniques. We have a better customer right now. We have multiple customers across different segments, which give us better stability over price and better stability over offtake also. And so far, this whole thing, because we are the -- one of the largest players in India, and I would say with 300 metric tons per day capacity, it will be largest, one of the largest in the world also. So we have a trend of volume which gives us a better supplier contact also. So suppliers are associated with us for more stable their uptake also. So we have a control on our input material and little liquidity surplus we have. So we are a cash generating company.

So we use our whole liquidity, we pay advance to our suppliers to negotiate better compared to those who are paying on credit. So we have that benefit also. And since our plants are continuous and efficient plants, we have a better recovery also of tire oil, of rCBs, and syn gas. And the quality is also -- we have a consistency on quality. So the corporate customer who want to use TPO, they prefer from our plant because we are not small or this type of people. So we supply them a consistent quality of material. So all these factors put together give us a little more advantage and more control on our margin.

**Maitri Shah - Analyst, Sapphire Capital**
Got it. Okay. And you do see improvement being driven with like more utilization also, the empty plant kind of increasing...

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Maitri Shah - Analyst, Sapphire Capital**
...the ramp-up and everything. So we do expect -- yeah, that is good.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Maitri Shah - Analyst, Sapphire Capital**
No, thank you so much for answering the question.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. On location particularly, we are distributed in three steps and with Gujarat four steps particularly. So we have a better advantage to be near to our supplier and near to our customer also. So in that front also we can have a timely delivery of material and we meet their emergencies also. So all these factors put us in a prime supplier list.

**Maitri Shah - Analyst, Sapphire Capital**
Thank you so much for answering. Thank you.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Thank you.

**Operator**
Thank you, sir. [Operator Instructions] Next question comes from the line of Mr. Mishra [Phonetic] from Maxwell. Please go ahead, sir.

**Mishra - Analyst, Maxwell**
Sir, I am audible?

**Operator**
Yes, sir, you are audible.

**Mishra - Analyst, Maxwell**
I have a question [Foreign Speech].

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Sorry?

**Mishra - Analyst, Maxwell**
[Foreign Speech]

**Mishra - Analyst, Maxwell**
[Foreign Speech] As we said, we manifest that we will be higher capacity expansion and capacity utilization. So in terms of projection, we would be 20% year -on -year in our revenue. So we want to continue this growth for at least 3 years.

**Operator**
Thank you so much, sir. The next question is from Mr. Zaid Kazi from MM Capital. Please go ahead with the question, sir.

**Zaid Kazi - Analyst, MM Capital**
Hello. Am I audible?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Operator**
Yes, sir.

**Zaid Kazi - Analyst, MM Capital**
Thank you for the opportunity. My first question will be, could you please provide an update on the progress of your third manufacturing plant? As I understand, the facility is expected to manufacture rCB, sodium silicate, and pyrolysis. So I just wanted the current integration status, expected commissioning timeline, and the plant production capacity?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So limit your question to one or two point, in one stand, a little loud, because your voice is breaking.

**Zaid Kazi - Analyst, MM Capital**
Just second. Could you please provide an update on the progress of your third manufacturing plant? As I understand the facility is expected to manufacture rCB, sodium silicate pyrolysis. So I just wanted the current execution status, expected commissioning timeline and the plant production capacity of each of these products?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. So in our third plant at MP, we have started the manufacturing for -- sorry, we have started

pyrolysis plant in April, and right now it is running with almost full swing. And we achieved a 40% utilization in last half year. And next, this current half year, we would expect that this will grow 70% utilization for pyrolysis segment. And second thing, the rCB, we are -- erection of rCB machinery is going on, and within a couple of months, rCB will be started also over there. But before that, our sodium silicate plant would -- we expect that will be started in January, because majority of erection work is on final stage o nly some pre-ordered machinery are supposed to come at plant. So majority civil work is supposed to end by this November, and we expect that from January, we will have a certain period at a full state because we have a very much offtake agreement for that particular plant. So we will not have to wait for offtake. So this is the main three segments and this is the status of our MP plant.

**Operator**
Thank you, sir. The next question comes from Mr. Narendra Khuthia from Equinova. Please go ahead, sir.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Yeah. Thanks for the follow-up, sir. So sir, what was the EPR income this half?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So we have not a single rupee EPR in our currency this half year.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Okay. So why is that, sir? Are we not eligible for claiming EPR?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Technically, we prefer our suppliers to claim EPR and pass on whatever benefit they get to their supplier as well as to us. So EPR is not a profit-making revenue for any recycler. It is revenue or incentive given by government to smooth out all the chain of tire recycling -- collector to ultimately tire recycler and ultimately user of the product derived from tire recycling. So EPR is not a revenue stream, as I always say. EPR is an incentive to pass on to our customer as well as to our suppliers to incentivize to accept them for organized recycling take .

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Okay, sir. Got it. And sir, this 75,000 metric ton is your throughput capacity, right? The amount of tire you can process, is that right?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
So out of this, it is not all tire. All tire if we process, it could be 75,000 [Phonetic]...

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Yeah. It's the chips and steel, right?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. We are talking about, like the crumb rubber so for the including capacity of 75,000.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Got it. And sir, what would be the yield of each of the product on this? I mean, is it 45, 35, and 20, if I'm not wrong?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah, that is actually, yeah.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Yeah. Okay .

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Once again, that depends on quality of tire. If it is car tire, if it is bus tire or truck tire, it depends on composition of tire but as a part whether some time it is 45, 30, 30, 20 ...

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Okay, got it. And sir, the quality of this also matters on the import and domestic split as a, right, I mean imported feedstock would have a higher...

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. It depends on your brand of tire also. So it is like -- you are right, it all depends on which tire we are processing, which brand, which country. Every -- everyone has a different composition.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Understood, sir. And sir, what is the pricing of your feedstock, if you could share, please?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Right now it will be around 20 to 25, depends on location and as I said depends on quality.

**Narendra Khuthia - Analyst, Equinova Investment Managers Private Limited**
Okay. Okay sir. Got it. Thank you so much. All the best.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Thank you.

**Operator**
Thank you sir. The next is a follow-up question from Ankit Agarwal from Value Cap Investments. Please go ahead, sir.

**Ankit Agarwal - Analyst, ValueCap Investments**
Yes sir. Thanks for the follow-up. So my question is regarding your subsidiary Samsara. You had mentioned in the last call that the Samsara at peak capacity can cater to 20% of your RM requirements. So I wanted to know whether there is any plans to ramp up the capacity at Samsara because it can indirectly help improve our margins?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. So as I said, we had one incident in last Diwali. So we have -- we come up from that. And right now, Samsara is almost doing 80% of the capacity, as on date to supply raw material to our respective only three plants . So in coming days, we are thinking to expand that also.

**Ankit Agarwal - Analyst, ValueCap Investments**
Okay. Sir, when can we expect any fourth -- are you planning for the fourth plant as well? Because at the time of OP, you had mentioned that you will be installing a new plant, one new plant every year. So are there plans for the fourth plant ?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Right now, it is not constructed but soon will have -- we'll declare difinitely .

**Ankit Agarwal - Analyst, ValueCap Investments**
Okay. Can we expect any update in between before the next call or anything like that?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. Hopefully yes.

**Ankit Agarwal - Analyst, ValueCap Investments**
Okay, sir. Thank you, sir.

**Operator**
Thank you, sir. We have a follow-up question from Mr. Zaid Kazi from MM Capital. Please go ahead, sir.

**Zaid Kazi - Analyst, MM Capital**
Yes. Am I audible now?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Sir, considering the combined operational potential of all the three plants, what is the estimated revenue potential at full utilization down the line, 3 to 4 years, in case the operation -- all the plants will be operational? And apart from it, also specify EBITDA and PAT margin.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. So particularly projecting all these sales, revenue, and EBITDA and PAT, up to PAT level, it is almost impossible and it is not allowed also ethically. But we can say that we target to achieve 80% capacity in our -- whole all our segments, and based on the current year and current situation, you can project a little bit better compared to last year.

**Zaid Kazi - Analyst, MM Capital**
Okay. And so with -- and one last question from my side, with respect to rCB. Could you elaborate on the improvements done on the rCB and benefits you have achieved in terms of the product quality, operational efficiency and realization?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
The rCB is, as I said, it is -- we have few formulas to improvise quality so far as the quality is concerned, but main concentration is that some process generates byproducts and some waste which is not ethically right way to discard in environment-friendly manner. So we are looking for other avenues by which we can have a more environment-friendly solution as well as economically viable solution to make it more effective compared to virgin carbon. So right now, so what you have asked we are doing, we are doing on that, but whatever improvisation we'll let you know when we have some concrete solution in compared to perspective of these two factors, economy and environment.

**Zaid Kazi - Analyst, MM Capital**
Okay. Sir, what is the current demand scenario and do you see this demand sustaining over the long term?

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah, of course. People who use -- start using our rCB, w e have a customer who are associated with us for more than 5 years. So demand is growing obviously but space of steel is little bit slow as we have to encourage them, educate them how to execute trials and then they ultimately they use their finished products in the market and then they get review. And then if they satisfy, they improvise, they modify their process. All this takes time. But space of improvement is slow but it is steady, and the market is good.

**Zaid Kazi - Analyst, MM Capital**
Okay. Yes, sir. That's all from my side. Thank you so much.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah, thank you.

**Operator**
Thank you, sir. [Operator Instructions] No more questions, sir. I now hand the conference over to Mr. Amit kumar Bhalodi from Hi-Green Carbon Limited for the closing comments.

**Amitkumar Bhalodi - Managing Director & Chief Financial Officer, Hi-Green Carbon Limited**
Yeah. Thank you all the friends, all the stakeholders, to each person who trusted us and waited with patience and waited with more trust on us. And we -- hopefully, we wish that we grow together and we'll be able to have a better result and better growth. And we create all the growth potential with full focus and full capacity, and we will have all potential to be converted into very good figures in the upcoming balance sheet, upcoming P&L. Thank you, and see you soon, every quarterly from almost next quarter because we are supposed to be migrating away to main board and we'll have a more frequent phone calls very soon. Thank you.

**Operator**
[Operator Closing Remarks]