KAY CEE ENERGY & INFRA LIMITED

(Formerly KAY CEE ENERGY & INFRA PRIVATE LIMITED)

REGD. OFFICE: G-249, INDRAPRASTHA INDUSTRIAL AREA, ROAD NO. 5, OPPOSITE PASHAN BHAWAN, TALWANDI KOTA, KOTA-324005 RAJASTHAN.**CIN:** U74900RJ2015PLC046976

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To,
The Manager,
Listing & Compliance Department,
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra Kurla Complex, Bandra,
Mumbai – 400051.

Date: 17th May 2025

Dear Sir/Madam,

Sub: Transcript of the Investors' Earnings Call held on 13th May, 2025 on the Audited Standalone and Consolidated Financial Results for half year and year ended March 31, 2025

REF: SCRIP CODE: KCEIL (KAY CEE ENERGY & INFRA LIMITED)

Please find enclosed herewith the copy of transcript of the Investors' Earnings Call held on May 13, 2025, with respect to the Audited Standalone and Consolidated Financial Results for half year and year ended March 31, 2025

The transcript of the aforesaid earnings call with Investors/Analysts is available on the Company's website and can be accessed on the following link: Investors – Kaycee Energy

We request you to take note of the same.

Thanking you,
For, KAY CEE ENERGY & INFRA LIMITED

LOKENDRA JAIN
Digitally signed by LOKENDRA JAIN
Date: 2025.05.17 11:50:45 +05'30'

LOKENDRA JAIN
MANAGING DIRECTOR
DIN: 07071212

Date: 17th May, 2025
Place: Kota

“Kaycee Energy & Infra Limited H2 FY’25 Earnings Conference Call”

May 13, 2025

MANAGEMENT: MR. LOKENDRA JAIN- MANAGING DIRECTOR
MR. DIVYANSHU JAIN- DIRECTOR

MODERATORS: MS. POOJA GANDHI – EQUIBRIDGEX

Moderator: Ladies and gentlemen, good day and welcome to Kaycee Energy & Infra Limited Earnings Conference Call hosted by EquiBridgeX.

As a reminder all participants' lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call please signal an operator by pressing "*" and "0" on your touchtone phone. Please note that this conference is being recorded.

Now I hand the conference over to Ms. Pooja Gandhi from EquiBridgeX. Thank you and over to you Ms. Gandhi.

Pooja Gandhi: Thank you. Good afternoon everyone, I welcome you all to the H2 FY'25 Earnings Call of Kaycee Energy & Infra Limited.

From the Management we have with us Mr. Lokendra Jain- Managing Director and Mr. Divyanshu Jain- Director.

Before we proceed with the call I would like to give a small disclaimer that this earning call may contain certain forward-looking statements which are based on opinion, expectation of Company. A detailed disclaimer has already been given in the Company Presentation which is being uploaded on the Stock Exchange.

Now I would like to hand over the call to Mr. Lokendra Ji for opening remarks. Over to you sir.

Lokendra Jain: Thank you. Good afternoon all of you.

First, I would like to tell you a little bit about the Company. I started this business in 1996 as a Proprietorship firm. Initially started the business with three people with 1 lakh capital. It started increasing slowly. First we started with Grid Service Station at Kota **(Inaudible) 01:40** Circle and in 2007 we started giving EPC contract as a proprietorship firm, we worked under the name of Kay Cee Electricals. In 2015, we merged Kay Cee Electricals and formed a private limited Company " Kay Cee Energy & Infra Limited Company" and then we focused on transmission lines. In transmission lines we work in three segments now. We also do underground cabling. Our voltage level ranges from 132 kv to 765 kv, in which underground cabling work is being done, doing overhead lines work on monopoles, and also doing overhead lines work on conventional tower. Our IPO came in 2024, SME IPO in NSE and the history after that, you all know already.

Right now we have orders of almost Rs. 537 crores out of that almost Rs. 450 crores is the target till December 2026 some of the portion also comes from Orion and the contract timeline for that is three year and five years and the orders is for Rs. 110 crore. We are working and our turnover

for this year is Rs. 152 cores and which is the highest ever. This year we crossed Rs. 100 crore and Rs. 150 crore turnover in the same year. This year has been good, and we have received support from all of you investors. And we will try to do much better in the future. The turnover target for this year is between Rs. 275 crore to Rs. 300 crore and let us see how much we will achieve.

Divyanshu Jain: Yes, good afternoon everyone. Divyanshu Jain this side, Director of the Company. So, after brief intro from Lokendra Ji I will just now come up with some of the financial part regarding to the results.

So, if we talk about YOY results regard to FY'25 compared with FY'24 our revenue rose from Rs. 64.46 crore to Rs. 152.68 crore with reference to FY'24 and FY'25 respectively which approximately signaled a gain of 137% and then coming on to the net profit Our profit rose from Rs. 6.54 crore to Rs. 17.06 crore signaling a gain of 160.68%. Our PAT margin has also increased from 10.15% to 11.17% on a yearly basis and EBITDA rose from Rs. 13.19 crore to Rs. 27.61 crore in FY'25 compared with FY'24. If we talk about percentage it signals a percentage gain of 109%. If I talk about the H2 part, the H2 for Financial Year '24 compared with H2 for Financial Year '25 then our revenue rose from Rs. 40.33 crore to Rs. 114.82 crore. It signals a gain of 184.63%. Considerably the net profit portion also rose from Rs. 3.75 crore to Rs. 12.06 crore which implies a gain of 221.09% and specifically this H2 has been the best H2 for the Company since their inception and PAT margin also rose from 9.31% to 10.5%. Simultaneously EBITDA of the Company also rose from Rs. 7.29 crore to Rs. 19.13 crore which shows a gain of 162.32% on a half yearly basis.

We are expecting the questions now.

Moderator: Thank you. We will now begin the question-and-answer session. The first question comes from the line of Namish Gupta with NGC. Please go ahead.

Namish Gupta: Good morning sir. Thank you for hosting this conference call. There are two question from my side. First, we have done turnover of around Rs. 152 crore but I am seeing that in balance sheet Rs. 100 crore is in trade receivables and in other current asset and because of this your cash flow from operating activities is coming negative, Rs. 22 crore. I am looking at your track record of last 3-4 years, the cash flow from operating activities is negative only. Sir, tell me when will our cash flow convert in positive? And my second question is, sir tell me we are in a transmission, I do not understand much about this, but I want to understand this from you there are a lot of companies in transmission business across India how are we different from them or do we have any specialty that is why we are receiving a lot of orders? Basically these are my two questions.

Lokendra Jain: Your first is why cash flow is negative. The main reason for this is the deposit which is released from tender it goes into the big orders because our order book is getting increased regularly. And

the payment from the government is normally 60%, full payment is not received until the contact gets closed. So money goes into retention, it goes into receivable.

Namish Gupta: Does government retain 40% EMD from us?

Lokendra Jain: No, it does not take 40% EMD, it takes 2% EMD sir after that it takes performance guarantee of 10%, it is non-fund based. But, if I have supplied raw material of Rs. 100 then in start we get only Rs. 60. My most of the work is with government whether it is power grid or VPN. They pay 60% against supply and after that 20% is released when we provide the service and it is installed, 10% is released on final commission and 10% is released on reconciliation. 20% is on erection for supply part we get 80% from erection cost. Our contract is mainly in two parts supply and services.

Namish Gupta: Sir, then according to this in March 26 also our cash flow will not be positive because we want to achieve the increment of turnover by 80% to 100%.

Lokendra Jain: We have done QIP now. With this, we will try to make the cash flow positive. We have done QIP that is why. We have raised Rs. 25 crore through QIP.

Namish Gupta: Okay. Sir, in which purpose will we use this?

Lokendra Jain: We will use this in working capital then only cash flow will become positive. We will the whole money in working capital.

Namish Gupta: Please tell me a little about the other question I asked.

Lokendra Jain: Sir, for second question, we have a dedicated team and most of the work is in Rajasthan. Sir, more than 35% of the renewable comes from Rajasthan. Renewable needs transmission network and the tender for transmission network in Rajasthan has increased a lot. More than 90% of our work is in Rajasthan. Tender is also coming and cutting also happens because of being located in Rajasthan. Project control is going well.

Namish Gupta: Sir, which means your main focus is on the transmission line of renewables.

Lokendra Jain: Yes, Sir our main focus is on the transmission network. Our main focus is on the transmission network that is to transport generation from one place to another.

Moderator: Our next question comes from the line of Naman with Niveshaay Investments. Please go ahead.

Naman: Yes, Good afternoon sir. Congratulation on the great set of numbers. Firstly I wanted to understand how much percentage of revenue is from the underground transmission line and overhead transmission line and how much is from the substation EPC and EHV substation?

Lokendra Jain: From underground it is almost around 20% to 30%. Rest, it is more from conventional. We have overhead substation. It is 10% to 15%.

Naman: 20% to 30% is being earned from underground rest revenue from overhead EM is major.

Lokendra Jain: Overhead EM

Naman: Yes, OEM. Generally what is the margin difference in this because if we look into this quarter this half yearly some margins have been impacted? It has come down to 17%, 18% initially that used to be 20%, 21% so is there any reason why this happened this quarter, half yearly? The execution has been pretty good.

Lokendra Jain: Yes, the execution has been pretty good but it will be back in a couple of quarters because initially the money that goes into contract, the contract is not yet over but money has been spent. The whole margin has not returned; it will be fine soon.

Divyanshu Jain: Naman Ji I will just speak in between for better clarification of your query. So, regarding this shrink in EBITDA if you are talking about basically what has happened is supply part in the March month was more as compared to the service part. So, you will also see that our inventory level that contains more RM part rather than as opposed to March so the margin it is comparatively less in the supply portion as compared to the service portion. So, that is basically included in the factor of EBITDA margin.

Naman: So, how much was the supply and how much was the service in the current half year?

Divyanshu Jain: With reference to the stock part or with the

Naman: No, in revenue. The supply was how much, and service was how much?

Divyanshu Jain: Approximately you can assume in the second half the turnover was Rs. 115 crores. Around Rs. 80 crore is supply and Rs. 35 crore service. 75:25 is the ratio. But this 25% represents last month monthly basically the Company has purchased certain raw materials to execute the project. So, just by the coincidence of the year ending it has pile up the stock part and you can also see that inventory has also risen from last year. So that is the main reason.

Naman: So, in current order book what will be the percentage of supply part and service part?

Lokendra Jain: It has almost become equal because we have received the order of Rs. 120 crores in April.

Naman: Okay, so it will like 50-50?

Lokendra Jain: Sir, has become 60:40. 60 supply and 40 erection.

Naman: Okay, 60 supply and 40 erection. Secondly, I want to know that quarter till March has been really good how you are feeling in April, May month from the government side because Q1 is generally light for power, so how is it overall? Even the demand --

Lokendra Jain: The atmosphere has changed a bit since 5-7 days. As the ceasefire has been announced so it will be fine. No problem. Work has been done. The laborers started scattering a bit from the past 2-3 days. Whatever work that had been going at the border, blackout was being done everywhere, a little problem was there but now it is fine. Ceasefire has been carried out now, there is no problem.

Naman: Secondly, how many orders have you kept in mid line means you have applied already. Like you received orders of Rs. 539 crore, I guess you have filled orders for RS. 2000 crore or Rs. 2500 crore then you must have got order worth Rs. 500 crore, Rs. 600 crore. I want to know this generally.

Lokendra Jain: Around Rs. 800 crore, Rs. 900 crore, our success rate is more than 70%.

Naman: That means further you are expecting that good order will flow now and majorly the ratio will be 60:40, supply- 60 and erection- 40 and margin would be in between 17% to 19% lastly 20%.

Lokendra Jain: It will remain approximately the same.

Moderator: Next question comes from the line of Sandeep, an individual investor. Please go ahead.

Sandeep: Yes, my question is as you told that the order of Rs. 120 crores that you just receive in April. So the order book will be the addition of Rs. 536 crore and Rs. 120 crore or else it will be RS. 536 crore?

Divyanshu Jain: No sir that Rs. 537 crore includes status as on 30th April. So, the execution from Rs. 120 crore that has happened is also considering you have to adjust that part also and our unexecuted comes to Rs. 537 crore as on 30th April.

Sandeep: Sir, I wanted to ask one more thing that the order book is Rs. 536 crore in the beginning of this year so according to you plan what is the order book that you are expecting in the beginning of next year. Is there any plan, roughly?

Lokendra Jain: Yes, we have a plan.

Sandeep: You will execute Rs. 300 crore this year.

Lokendra Jain: We will complete this but order book must be around Rs. 750 crore next year.

Sandeep: Means after executing Rs. 300 crore?

Lokendra Jain: Yes.

Sandeep: Okay. Your manufacturing facility was supposed to start can you tell me when it start?

Lokendra Jain: Shed is being already built but we are not getting time because of the EPC contract. Actually we want to set up a conductor plant, so we are working on the DPR of it.

Sandeep: So, it could take around 7-8 months?

Lokendra Jain: Adani and Aditya Biral has also declared that they are going to set up conductor plant so we are thinking to look at another item in different sector. We are also working on the transformer DPR because in that the delivery period is around 1 year to 18 months. So, we are reviewing it once again. Shed is ready, we have to set manufacturing unit next year nut we are looking at the plan once again, we are working on DPR once again.

Sandeep: So, will it start next year?

Lokendra Jsin: Yes, it will start next year.

Moderator: Next question comes from the line of Shubham Gupta with LNMIIT. Please go ahead.

Shubham Gupta: Sir I saw in the PDF that you are doing the backward integration has the margins been improved because of that?

Lokendra Jain: Margins will improve sir. We will try to improve margins.

Shubham Gupta: Okay. As I see it that in last year September 2024 you profit margin was 21%, will it improve more than this?

Divyanshu Jain: Margins we are trying to improve on an operating basis as well as net profit also. The only thing was EBITDA was not reduced just because of some operating part because we had done supply part majorly in the month of March. You can also see that simultaneously the raw material part in stock is also more as compared to last year. So that represents the difference of the EBITDA margin but on an overall basis we are assuming that we are positive towards increasing the EBITDA margin also, operating profit margin and on the net level PAT margin also probably in the coming year.

Shubham Gupta: Sir, one more question can you let us know in detail how this backward integration is done and how it will help you in increasing the margin?

Divyanshu Jain: Backward integration manufacturing facility is under process as of now. So it will effect at most probably in the range of 2% to 3% in the PAT margin on a net level basis.

Shubham Gupta: Basically, all the things you are doing are it is related to transmission.

Divyanshu Jain: Yes, basically going forward the Company's plan is whatever raw material is being infuse in service exhibition, going forward internally manufacturing Company has thought for capital consumption, that adapter will be used and that Company's margin will not shrink it will definitely increase. Apart from the in-house use, Company is also planning that if surplus remains to further **(Inaudible) 20:49** depending on the circumstances.

Sandeep Gupta: Okay sir, by when the backward integration will be completed?

Divyanshu Jain: In the last quarter of FY'25, FY'26 it is expected to start manufacturing. Right now we are working on DPR, legal formalities and documentation, other parts has been completed, basic structure is completed.

Moderator: Next question comes from the line of Namish Gupta with NGC. Please go ahead.

Namish Gupta: Sir, I wanted to ask one thing as you told that your success rate is 70% in whatever tender you place. Can you explain competitive landscape a little? Who are our competitors here in Rajasthan? What is the major factor behind such a good strike rate?

Lokendra Jain: Sir, mainly we try to achieve the contract in whichever contract we participate. Secondly our main competitors are more from Gujarat. We participated in a tender with Telegence in Rajasthan. There is a difference in their pricing and our pricing a bit. We get a benefit of 5%-7% because of being in Rajasthan in terms of the cost of the tender. We are comfortable in that. We have our own CMP and TAC, we do not have to pay rent that cost is also saved. And the main competitors that you are asking about are Rajesh Power, Telegence, Sun City, Nav Durga in conventional power. In overhead our competitors are Telmos Company from UP, TSH apart from that Rohitash is there, there are three four companies, they quote more from UP in monopole. And in underground cable there are underground cable manufacturing companies, LS Cable, Universal. We go with Sterlite normally. We are the channel partner of Sterlite for Rajasthan.

Namish Gupta: Sir, I want to ask more thing that there is a huge work going on in Gujarat for underground cabling, as you told the name of Rai's Power. They are receiving good orders so are we entering into Guajrat?

Lokendra Jain: We are trying sir. But there is a lot of work in Rajasthan. Tenders worth Rs.2000 crore, Rs. 3000 crore are yet to come in Rajasthan in the next one year only for transmission lines.

Namish Gupta: Okay. The complete areas in which you are in, how many crores are you guys trying to bid for the tender?

Lokendra Jain: Sir, we do Rs. 100 crores, Rs. 150 crores. Means Rs. 150 crore is a single tender; we will apply for tenders worth Rs. 500 crores, Rs. 700 crores in next six months.

Moderator: Next question comes from the line of Pankaj Motwani with Equirus Securities. Please go ahead.

Pankaj Motwani: So, actually I was looking at your historical trend of margins, generally there is more margin in H2 as compared to H1 and if I compare revenue is more of H2. So, ideally with more revenue operating leverage should come but our margin in H2 is low so what is the reason behind it?

Divyanshu Jain: You are asking for EBITDA margin sir?

Pankaj Motwani: Yes.

Divyanshu Jain: As I told you earlier you will find more turnover in H2 as compared to the H1 part, but the EBITDA margin is also maintained just because this year we have taken more on supply part to execute our service part. So, in the month of March you will see the turnover of the Company that pertains majorly on the supply part and considerably the supply part contains lesser margin as compared to the service execution part on the contrary. So, because of that reason there is a difference in the EBITDA part, operating part.

Pankaj Motwani: It is not this quarter; I am seeing the historical trend.

Divyanshu Jain: It will happen sir because see we are at present maintaining approximately 17.5% to 18% operating margin and it is best if we compare with our peer also. If you are talking about the comparison with reference to H1 part it will happen, because in H1 generally there is more execution part. In H2 we procure the supply part soon that our margin will be low so you will get it low as compared to H1 part and on a YOY basis also if we look in H2 supply part is more and in H1 service part is more because our stock and inventory pile goes in the next financial year for execution. That is why Company has a plan to set up manufacturing facility. We are expecting that whatever the raw material source will be there and if it is used as a captive consumption in-house so that will save something in terms of margin part.

Namish Gupta: So, you are telling that margin dip is because of the mix between the supply and service.

Divyanshu Jain: Because if you look at our raw material part out of the inventory Rs. 35 crore it constitutes around Rs. 23 crore. So, execution will happen in May or April month as and when required. So, in the next H1 you will get a better margin naturally.

Namish Gupta: Sir, as you are saying your raw materials have increased so ideally increase in raw material should not impact on P&L because cost is a function of opening inventory + purchases – closing inventory so you are purchasing, and cost will not have any impact

Divyanshu Jain: No, there is some sale from it too. It is not like that it is only a purchase inventory. As a Company we are also doing item sale. It is not like that Company is into 100% service part. Company also does supply so the margin in the supply part is comparatively less than service part.

Namish Gupta: And what is the estimated timeline of your order book which is of Rs. 537 crore?

Lokendra Jain: December 2026. Some of the contracts are for three year and five years also. The contract for Rs. 55 crore is for three years and another one of Rs. 65 crore is for five years. They are of pure services apart from them all of them are for 2026. Some of them are for 6 months, 9 months and 12 months. December 2026.

Namish Gupta: And you have stated that in your DRHP three orders were in collaboration with Jost's Engineering. So what would be the current mix from this?

Lokendra Jain: It is different, there is no mix. It is Rs. 115 crore out of Rs. 537 crore. Our part has been considered in Rs. 537 crore.

Namish Gupta: So, Rs. 537 crore has been excluded.

Lokendra Jain: Right.

Nmaish Gupta: Okay, alright. And the three orders of around, which we were about to compete with Jost, what is the status of that order? What is the execution….

Lokendra Jain: 360 is the total, 300 without GST and from that orders worth more than Rs. 100 crore has been completed. And after totaling order worth Rs. 200 crore is remaining and as I told you Rs. 110 crore – Rs. 115 crore we have with us, the rest Rs. 100 crore is with them.

Namish Gupta: Okay, and I think the execution time of these three project is September '25. So, the remaining order from these three projects will be by when.

Lokendra Jain: Maximum will be completed. There are sixteen lines in total twelve lines will be completed, and four lines will go forward in extension. It will be completed till March 26. It is getting delayed on the part of the department.

Namish Gupta: So, will you quantify this is revenue terms that how much lines will in H1 and how many will in H2.

Lokendra Jain: Work of worth Rs. 50 crores will be remaining. It will move in H2. Rs. 50 crore to Rs. 60 crore.

Namish Gupta: Rs. 50 crore from our part only or Jost's part or including Jost?

Lokendra Jain: No, our part.

Namish Gupta: Okay, Rs. 50 crore of ours will be in H2.

Lokendra Jain: Even otherwise Rs. 100 crore will go back into it.

Namish Gupta: And this I actually missed in the Start, our backward integration CAPEX plan, you mentioned in DRP that it will be completed in FY'25 but it has not started yet.

Divyanshu Jain: No, it is in FY'26 if you will check in presentation. Fourth quarter of FY'26.

Namish Gupta: Sir, I am saying it was mentioned in DRHP that it will be completed in FY'25 but it is mentioned in the presentation that no activity has started it will be completed in FY'26. That is what I am saying, what is the reason behind it?

Lokendra Jain: A lot of work of EPC has also come so it is shifting because of that reason also. EPC work is increasing regularly. Now EPC tenders are coming more that is why manufacturing is shifting a little.

Namish Gupta: What is the CAPEX on this project sir?

Lokendra Jain: CAPEX is around Rs. 10 crore, we have CAPEX of Rs. 3 crore. The shed has been built.

Namish Gupta: Any ballpark amount? Like what could be the margin improvements on this CAPEX?

Divyanshu Jain: Margin improvement will be on a net basis, around 2% to 3%.

Namish Gupta: 2% to 3%

Divyanshu Jain: Yes, we are expecting that and just to add one more thing you asked me regarding that COGS part also. As earlier said in the last question that generally we maintain a mix of 50:50 but this time it was 75:25. So, basically our margin is more in service portion as compared to the COGS of supply of goods. So that is basically the main reason why OPM is shrinking what you asked. A total combination of supply and services is given. Generally it makes sense 50:50.

Namish Gupta: For H2

Divyanshu Jain: Yes, 75:25 was the ratio this year, and we are expecting next year as said in earlier question we are maintaining to commit for 50:50. So that will optimize the margin part overall.

Namish Gupta: Do you have any number on this margin?

Divyanshu Jain: We are trying not to go below 18 but we are trying to increase it more as compared to the last year which was 21%.

Namish Gupta: You are guiding for 18% margin in FY'26.

Divyanshu Jain: No not 18 I am saying that we will not be below 18. This is our minimum set of margin that we are trying to maintain as of now because at the end of the day if we are not maintaining the minimum set of margin then it is not good to do business. This is our minimum benchmark, and we are trying to maximize it by executing our order book in a fast manner.

Namish Gupta: Sir, one last question what is the current bidding pipeline?

Lokendar Jain: Tenders in pipeline?

Namish Gupta: Yes, tenders

Lokendra Jain: We have quoted tenders worth Rs. 180 crores now in the last ten days.

Namish Gupta: Okay, are orders yet to come for that?

Lokendra Jain: No, the tender is yet to be opened. Price bid has not opened only technical bid has opened.

Namish Gupta: And you are guiding for Rs. 750 crores of order book by the end of FY'26 after exhibiting Rs. 300 crores in FY'26. So this chances of Rs. 500 crores of order inflow so how confident are you in getting orders of Rs. 500 crores.

Divyanshu Jain: Yes definitely, I am sure that we will bring more than Rs. 500 crore tenders this year.

Namish Gupta: One more question in the beginning you have mentioned about the breakup of the receipt of the customer. Like 60% of the can you tell the breakup of 60, 10 can you repeat it.

Divyanshu Jain: Pardon sir I cannot understand,

Lokendra Jain: On supply we get a 60% portion initially.

Namish Gupta: Yes, can you please repeat it. I think I missed it.

Lokendra Jain: The share of supply is around 60% to 70% and share of erection is almost 30% in any contract.

Moderator: Next question comes from the line of Reena with Paul Asset Consultant Private Limited. Please go ahead.

Reena: Good morning sir. My question is that now you have raised the fund, and your business is working capital-intensive as we have seen, so the fund that you have raised, do you have any plans for another fund raise because your business is increasing and orders are also coming so will there be any requirement for further fund raise?

Lokendra Jain: Yes, There will be a requirement, and it will depend on the type of contracts we will get. It will depend on that.

Reena: So, sir how will you raise the funds? Will it be through equity or else will you take the loan from the market? Equity dilution will happen or how will it get increase because it will impact your PAT margin as well?

Lokendra Jain: It will depend on the requirement at that time.

Reena: So, there is no plan right now?

Lokendra Jain: No plans for now. We have just done QIP so there is no requirement. It will depend on the types of contract we get further.

Reena: So, till how many years there will be no requirement of funds?

Lokendra Jain: How can I tell you this now? It will depend.

Reena: Sir, my next question is basically now you are operating in Rajasthan and as you told that good business is going here so is there any plan in any other area?

Lokendra Jain: No, we work in other area as well. We work in Haryana as well. We are also doing some work in UP. These are on small scale. We are also working in railway in Balaghat, Kerala. These are small contracts. We try to take big contracts in Rajasthan.

Reena: Do you get any advantage here in Rajasthan? Margin and all

Lokendra Jain: Madam we are based here only so it is an advantage. We are working here for more than 26-27 years. We have contacts with people.

Divyanshu Jain: The overhead cost is also not that much Ma'am. Comparatively if we go outside then boarding, lodging, accommodation cost also piles up. It is a labor-intensive business so we have to look at

employee benefit expenses. So our overhead cost also gets reduced as compared to outside. And there is a lot of scope here.

Lokendra Jain: More than 35% of the renewable energy comes from Rajasthan.

Moderator: Next question comes from the line of Naman with Niveshaay Investment. Please go ahead.

Naman: I have a follow up question. I just wanted to understand that we are extending our backward integration plan and in that place we are going with the transformer DPR. So what will be the CAPEX and it will contribute how much percentage to our revenue?

Lokendra Jain: We are considering CAPEX in between Rs. 7 crore and Rs. 10 crore. And we have done an investment of Rs. 3 crore, Rs. 7 crore is remaining. Then whatever will be the requirement of the projects at that time. Till now we had decided about the conductor, there was a requirement of Rs. 7 crore. The rest will be required in other projects.

Naman: Sir, the transformer TPI which you were talking about, what was it for?

Lokendra Jain: Sir, we are working on that. Because whichever company is making a transformer there is a high delivery period of 12 months to 18 months. The department in which we are working they are also suggesting that if make a transformer it would be better. We have started working on the DPR for now. It will take two to three months.

Naman: Basically, it is used for testing the DPR that you are making.

Lokendra Jain: No, DPR is Detailed Project Report. We will understand it before installing any plant that is why we are working on DPR.

Moderator: Next question comes from the line of Gaurav Sachdeva with Sajag capital. Please go ahead.

Gaurav Sachdeva: Sir this QIP of 25 crores and our borrowing are around Rs. 55 crore. So the target that you have given for FY'26 is around Rs. 275 crore to Rs. 300 crore. So to achieve this do we have to take short term capital loan?

Lokendra Jain: There could be a requirement for non-fund based, fund-based will be difficult. There could be more requirement for non-fund based because a lot of money goes into bank guarantees. So there could be the requirement of non-fund based.

Gaurav Sachdeva: Sir, can you quantify how much it will be required for this.

Lokendra Jain: Sir, it is not decided as of now. Rs. 10 crore to Rs. 15 crore if required. Right now work is going on with this, it is also remaining, QIP one.

Gaurav Sachdeva: Sir, Promoters stake happened because of QIP?

Lokendra Jain: Yes, It has happened through QIP if you look at it.

Moderator: Next question comes from the line Soham with RB Investments. Please go ahead.

Soham: Sir, how much bidding level are you thinking in Rajasthan in next three to five years? As you are saying geography is not improving outside Rajasthan so how much bidding level are you thinking in next three to five years?

Lokendra Jain: In Transmission lines work worth Rs. 7000 crore to Rs. 8000 crore will come. In EPC it will come different. There is work worth Rs, 15,000 crores, Rs. 20,000 crores in the transmission line. Because as the work will increase in renewable there will be a requirement of transmission network. To set up 1 megawatt there is a cost requirement of almost Rs.2 crore to Rs. 2.5 crore. A lot of work is going to come.

Soham: Sir, the target of Rs. 275 crore – Rs. 300 crore which you are talking, what is split between supply and services?

Lokendra Jain: Whatever our ratio is, it will remain the same. Our ratio in supply and services is 70:30. It is a service oriented business.

Soham: Sir, what will be the margin difference in these two, if you can tell?

Lokendra Jain: We do not calculate different margins because supply and service is a part of the contract. Both are linked with each other.

Moderator: Next question comes from the line of Sumit Chopra, an individual investor. Please go ahead.

Sumit Chopra: In February you gave a notification that your turnover till January is of Rs. 95 crore and now we have closed at Rs. 150 crore. It means in the last two months we have made sale of almost Rs. 55 crore. So, sir our receivables standing of Rs. 40 crore, we can assume that it is from the sales of last two months.

Divyanshu Jain: No, this will be of March basically.

Sumit Chopra: So. Can you explain the situation out of Rs. 40 crore. And Rs. 40 crore number which is of March till when can we expect to get back full cash?

Lokendra Jain: July-August. IT will come back in July-August. By July-August retention will move to other possessions.

Sumit Chopra: Okay. This Rs. 40 crore is Rs. 40 crore as of now, we have not received anything till May?

Lokendra Jain: There must have been some reduction in April-May.

Sumit Chopra: Okay. You are expecting to realize the full amount till July-August.

Lokendra Jain: Yes, it will come complete.

Moderator: Next question comes from the line of Harish Shiyad, an individual investor. Please go ahead.

Harish Shiyad: Is there any turnover in Joint Venture?

Lokendra Jain: Joint Venture. In which year? 25-26?

Harish Shiyad: In FY'25.

Lokendra Jain: Yes, sir it has happened.

Divyanshu Jain: Sir, which JV are you talking about? The new JV entity Suryavayu Renewables that has been created or the new JV orders?

Harish Shiyad: No, Jost's Engineering JV

Divyanshu Jain: You are talking related to orders, the orders we have with us

Harish Shiyad: No, What is the revenue of that in FY'25?

Lokendra Jain: Sir, in Suryavayu? We have applied connectivity for it. It has not generated any revenue yet.

Harish Shiyad: Okay. You are expecting Rs. 100 crores from this.

Lokendra Jain: No, Rs. 100 crores from the orders that Kay Cee is generating as a lead partner with Jost's Engineering.

Harish Shiyad: Okay. Have you received the order yet or not?

Lokendra Jain: We would not get orders from that. The company has been made for solar. To work for renewable energy. We will make a solar park by getting connectivity.

Harish Shiyad: Okay. And your main business is in Rajasthan only. Around 90% is coming from there only and as you told that you have cost advantage there and a lot of potential is there in Rajasthan. I agree on everything but as a business risk profile there is a need to diversify as I feel.

Lokendra Jain: We are doing a little bit. We have taken work of Railway worth Rs. 15 crore in Balaghat, Kerala.

Harish Shiyad: Okay, because understand that you have achieved anything in Rajasthan through networking but understand that it did not happen tomorrow through networking. But then against your infrastructure if you do not receive orders then there will be a risk on your business you know.

Lokendra Jain: No sir it not like that. There is a lot of work in renewables in Rajasthan regularly. Big players are also coming in like Adani and KEC.

Harish Shiyad: Then, competition will also increase.

Lokendra Jain: Sir, we will work with them. They are working on TBCB, they are making TBCB-based plants and giving it to the Delhi Government. The transmission work will be huge in that.

Harish Shiyad: Okay. And you told that the margin is lower in the supplier part.

Lokendra Jain: Sir, the margin in supply will be lower only.

Harish Shiyad; But what is your strategy for that? If you take order then do you send back to back orders to your suppliers from vendors in fixed price or how do you do it?

Lokendra Jain: No, it depends. We club the quantity of three or four orders and then we negotiate from suppliers and then we give orders to vendors.

Harish Shiyad: If there is any price fluctuation then is there any escalation clause in orders?

Lokendra Jain: PV happens Sir. The price variation formula is applied on contracts.

Harish Shiyad: Alright. Suddenly if there is an increase in the price after taking orders of supply then you get the balance reimbursed?

Lokendra Jain: We get it on positive as well as negative. We to give it back also. We enter into contracts only if there is PV, price variation one, because there is a lot fluctuation in steel and aluminum prices.

Harish Shiyad: How many employees do you have?

Lokendra Jain: It is 1050 on payroll.

Harish Shiyad: Okay. Are these on contracts or is there pay roll also?

Lokendra Jain: No, these are on pay-roll 1050. If we add contractors then it will be 3000.

Harish Shiyad: The QIP which you have done, has it happened successfully?

Lokendra Jain: Yes, it has happened 100% successfully.

Harish Shiyad: At what price did it happen?

Divyanshu Jain: Sir, you find it on NSE. It happened on 198.

Moderator: Next question comes from the line of Rohan, an individual investor. Please go ahead.

Rohan: Sir, I wanted to ask that our other current assets is of Rs. 60 crore. What will be the breakup broadly? What will be the EMD and what are the components in it?

Divyasnhu Jain: Other current assets constitute EMD majorly.

Rohan: Majorly it is EMD.

Divyanshu Jain: If you need specific bifurcation, it has TDS receivable of approximately Rs. 9 lakhs which is generally of NBFC and the rest is EMD, Rs. 60.14 crore.

Rohan: Okay, got it. Sir, next thing earlier you were talking about the manufacturing facility of smaller ancillary parts but now you mentioned something around transformers and conductors. So what is the exact plan? What are we thinking for this manufacturing facility?

Lokendra Jain: Sir, the small material, hardware and all that we were trying to make, we have developed that facility, we have it with us.

Rohan: So, it is already in place and it is running.

Lokendra Jain: It is in place but we have not deputed staffs.

Rohan: Alright, it has not started yet.

Lokendra Jain: Yes, it has not started, actually we not getting time from EPC. The whole manpower is engaged in the work of EPC. So we are not able to start it. It is not affecting our business so we are not paying much attention towards it.

Rohan: Okay. And what is the plan for the second unit?

Lokendra Jain: The shed of the second unit has been made and we are fully prepared. Big manufacturers like Adani and Aditya Birla have also entered and they have stated that they will make investment in conductors worth Rs. 50,000 crores. Suppose market will be tough further, the ones who are

already doing, it will be tough for them after they enter. In transformers there is a delivery period of 12 to 18 months. We are working on a 13.5 ampere transformer DPR. Let us see. It will take three to four months to decide.

Rohan: Okay, understood.

Lokendra Jain: But we are fully prepared. We will start manufacturing before March'26 because CAPEX has been done, we have invested more than Rs. 3 crores.

Rohan: Sir, and the EMD is around Rs. 60 crore of other current assets.

Lokendra Jain: It has both EMD and security deposit.

Rohan: Basically in against of order book of Rs. 500 crore we have kept this around Rs. 50 crore-Rs. 55 crore.

Lokendra Jain: Yes, absolutely.

Rohan: And what is our current unfunded limit?

Lokendra Jain: Non-fund based or fund based?

Divyanshu Jain: Non-fund based you are asking sir?

Lokendra Jain: Non-fund is Rs. 25 crores and Rs. 2.5 crore is with Kotak. Rs. 27.5 crore is non-fund based.

Moderator: I cannot see any participant at this point of time so ladies and gentlemen we have reached till the end of question-and –answer session. I would now like to hand the conference to Ms. Pooja Gandhi for closing comments.

Pooja Gandhi: Thank you. On behalf of Kay Cee Energy and Infra Limited I sincerely thank you all our investors and analysts for taking the time to join us on today's Earning Call**.** Your trust, interest and continuous support means a lot to us. We look forward to growing stronger together and keeping you updated on our journey ahead. Thank you once again for being a part of our story.

Moderator: On behalf of EquiBridgeX that conclude this conference. Thank you for joining us. You may now disconnect your lines.