August 12, 2026

To,

National Stock Exchange of India Limited	**BSE Limited**
"Exchange Plaza"	Phiroze Jeejeebhoy Towers
Bandra-Kurla Complex, Bandra (East)	Dalal Street
Mumbai - 400051	Mumbai - 400001
Scrip Symbol: IRMENERGY	Scrip Code: 544004

Sub: Transcript of earnings conference call for the quarter ended June 30, 2026

Dear Sir/Madam,

In continuation to our previous intimations dated July 27, 2026 and August 07, 2026 and pursuant to Regulation 30 read with Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the transcript of the Earnings Conference Call held on Friday, August 07, 2026 at 16:30 p.m. (IST) in respect of unaudited financial results for the quarter ended June 30, 2026.

The same will also be made available on the Company's website at www.irmenergy.com.

This is for your information and records.

Thanking you.

Yours sincerely,

For, IRM Energy Limited

Akshit Nandkishor Soni

Digitally signed by Akshit Nandkishor Soni
Date: 2026.08.12 18:46:19 +05'30'

Akshit Soni
Company Secretary &
Compliance Officer

IRM Energy Limited

Q1 FY27 Earnings Conference Call

August 07, 2026

MANAGEMENT DETAILS:

Mr. M. K. Sharma, Chief Executive Officer

Mr. Amitabh Banerjee, Executive Director

Mr. Brajesh Singh, Chief Operating Officer - Operations

Mr. Ashish Maheshwari, Director - Finance

Mr. Arun Kumar Saluru, Chief Financial Officer

Mr. Abhinand Pandya, Chief Strategy Officer

Moderator

Good afternoon, ladies and gentlemen. I'm Akash, moderator for the conference call. Welcome to IRM Energy Limited Q1 FY27 Earnings Conference Call.

As a reminder, all participants will be in 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 then 0 on your touch-tone telephone. Please note this conference is being recorded.

I would now like to hand over the floor to Ms. Krishna Patel from EY.

Krishna Patel

Thank you, Akash, and good evening, everyone. A warm welcome to all participants joining the Q1 FY27 Earnings Conference Call of IRM Energy Limited.

Joining us today from the management team are Mr. M. K. Sharma, the CEO; Mr. Amitabha Banerjee, the Executive Director; Mr. Brijesh Singh, COO; Mr. Ashish Maheshwari, Director of Finance; Mr. Arun kumar Saluru, Chief Financial Officer; and Mr. Abhinand Pandya, Chief Corporate Strategy, who will discuss the company's operational financial performance for the quarter, address your questions thereon.

Before we begin, I would like to remind you that certain statements made during this call may constitute forward-looking statements. These statements are based on management's current expectations and are subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied.

Please note the audio recording transcript of this call are the property of IRM Energy Limited, will not be copied, reproduced, rebroadcasted, redistributed in any form without the prior consent of the company. With this, I would like to now hand over the call to Mr. M. K. Sharma, the CEO, for his opening remarks. Thank you, and over to you, sir.

M. K. Sharma

Thank you very much, Krishna, for the introduction, Good evening, everyone. On behalf of the entire IRM Energy team, I would like to thank you for joining us today as we discuss the company's performance of Q1FY27, our operating progress across the geographical areas and their strategic priorities that will guide us through the remaining part of the year and onwards.

Amidst the geopolitical developments in the Middle East and Asia, which has resulted into elevated energy prices and volatility across the global gas market, Brent market.

We have been also impacted quite a bit. But despite all these challenges, IRM Energy Limited has successfully ensured uninterrupted supply across its operating geographical areas through prudent gas sourcing and operational agility. As supply conditions gradually normalize we remain confident in our ability to sustain the growth, supported by the strong balance sheet, expanding infrastructure network and diversified customer base.

Despite the challenges during the quarter, I'm happy to share that IRM Energy has delivered highest ever quarterly revenue, EBITDA and the profitability. During the quarter, our revenue from operations stood at INR 326 crore, registering a growth of 24% YoY and 17% QoQ. EBITDA, excluding other income, increased sharply to INR 62 crore, reflecting a growth of 139% YoY, with EBITDA margin expanding to 19% of profit after tax, which stood at INR 34 crore, which is up 140% YoY, with PAT margin improving to 10.5%.

This performance was driven by favorable pricing environment, sustained volume growth, and the continued expansion of our infrastructure network across all the 4 GA. Our confidence is in the underlying growth opportunity remaining strong, and we continue to target a 20-25% revenue growth CAGR over the next five years. An encouraging trend across 4 GAs is growing adoption of CNG vehicle. CNG accounts for about 51% of our vehicle sales in Banaskantha and 60% in the Diu & Gir Somnath GA. He was setting this all has demonstrated strong market acceptance of our fuel.

While penetration is lower at 15% in Namakkal & Tiruchirappalli and 6% in Fatehgarh Sahib, these regions see substantial headroom for future growth as our network continues to get expanded in those two GAs. From an operational perspective, Q1 FY27 was another quarter of steady progress. Our volumes reached an all-time high of 50.9 MMSCM, growing 8% YoY. This was primarily driven by CNG volume that grew around 22% YoY and strong momentum on CNG commercial volume, which grew 75% YoY. This all has contributed 67% of the total volume during the quarter.

While PNG contributed 33%, PNG industrial volumes were impacted during the quarter following the government notification dated 9th March 2026, which resulted in an around 80% of the gas allocation amidst supply disruption arising out of the West Asia conflict. This notification was especially only for industrial supplies, not impacting CNG and PNG domestic areas or even commercial areas.

Our network expansion remains on track across all the licensed geographical areas. As on 30th June 2026, we operated 153 CNG stations, and 153 stations is a 37% YoY growth in our station, supported by 564 dispensing points on those locations across our all our 4 GAs. Our CNG station network has grown consistently over the years by our franchisees, DODO, OMC and company-operated model.

We continue to deepen our PNG customer base during this quarter, like domestic PNG customers increased to 86,590, to be precise, commercial customers increased to 589 and industrial customers stood at 228 numbers. This represents YoY growth of 13% in domestic customers, 36% in commercial customers and 5% on industrial customers. The growth in PNG connections demonstrates increasing customer acceptance cleaner, safer and more convenient fuel across households, commercial establishments and industrial users.

At a geographical level, our portfolio continues to become more balanced and diversified. While Banaskantha remains a strong contributor, accounting for nearly 48% of our Q1 FY27 volume, while DGS GA contributed around and Namakal together contributed 20% of the volumes.

This Trichy, Namakkal GA will continue to scale up meaningfully as a newer geographical area as the infrastructure rollout is at a very advanced stage. During the quarter, we also made encouraging progress on institutional and commercial partnerships.

In Namakkal, we commenced CNG sales to TNSTC, the Tamil Nadu State Transport Corporation buses, with more than 80 buses currently operational. That way, we have got more orders, and shortly, we will be connecting more buses of Namakkal and Trichy. They are going to assure us more than 200 buses in near future. Similarly, for Diu, we have successfully converted the entire commercial segment of PNG.

Now that, we can call Diu as a central territory, both totally LPG-free. There, we have got, all the commercial connections connected to PNG now. This has further strengthened our network reflation in that region. We also have signed a hookup arrangement with Indian Oil, GAIL, and also with the GSPL pipeline, we can call it, in the Diu & Gir Somnath GA, giving us currently we were drawing LNG from Chhara Terminal from HPCL LNG. Now, once this step off is connected, we'll be integrated with the national network, and we can have the swapping and other arrangements conveniently done.

We would also like to convey that we have executed MOU with the Somnath government, Sanskrit University and Trident Industries for PNG supply and masks and also to their commercial kitchen. Our infrastructure development continues with discipline during the quarter.

We have incurred CapEx of approximately INR 67 crore in three months quarter in FY27 this year, given FY27 this year, taking our cumulative CapEx to around INR 1,090 crore in that range. With our total internal milestone and planned rollout strategy, we remain committed to investing into the infrastructure going forward also that enhances our network reach. It improves the customer accessibility and supports sustainable volume growth.

On IPO front, let me convey that IPO proceeds are being utilized. We have utilized almost INR 337 crores out of the total net proceeds of INR 496 crores as on 30th June, 2026. This nearly represents 68% utilization. The balance amount is primarily a mark for the development of City Gas Distribution Network at Namakkal and Trichy GA.

I'm also pleased to share that IRM Energy continues to strengthen its professional management team. During this quarter, we have reinforced our team and have appointed a seasoned industry leader to the key positions, including Director of Finance and Chief Operating Officer, both of whom bring extensive experience from leading Indian conglomerates.

These strategic additions in the top management further enhances our leadership capabilities, strengthen our governance and position of the company well to execute in the next phase of our growth continuously with a greater scale efficiency and operational excellence.

Looking ahead, our strategy remains centred on four priorities:

- We like to continue expanding the CNG network in the calibrated manner, aligned with the demand potential and station economics.

- We also placed to drive deeper PNG penetration across domestic, commercial and industrial customers
- Our focus is that all the possible areas in our line of infrastructure is available, they must be connected with the help of OMCs getting their LPG connection surrendered so that PNG drive takes it forward meaningfully and effectively..
- We also maintain financial discipline, prudent capital allocation and operational excellence across all 4 GAs and all the infrastructure are meaningfully decided with the expected returns of higher revenue.

The long-term fundamentals of the CGD sector remain effective. Natural gas continues to be the most important transition fuel of India supported by the policy focused, rising [indiscernible 00:14:20], and increasing preference for a cleaner energy solution. It's CNG authorization across geographical areas, growing customer base, scalable network, and a strong balance sheet, IRM is well positioned now to participate.

We would like to once again thank everyone of you and would like the moderator to please open the forum for question-and-answer session. Thank you very, very much for your patient listening.

Moderator

The first question comes from the line of Mr. Kiran Gadge from Knightstone Capital Management LLP. Please go ahead, sir.

Kiran Gadge

The EBITDA per SCM improved significantly. I wanted to know if there were any one-time items?

Arun Kumar Saluru

There were no one-time items.

Kiran Gadge

Okay. Because the contribution per SCM improved significantly. That's why I was wondering if it is sustainable.

Arun Kumar Saluru

This quarter, the revenue has increased , because of our optimization in the pricing as well as we have actively optimized our gas sourcing and Opex. There were variable factors in this quarter. All this has led to a higher contribution.

Kiran Gadge

For the outlook of FY27, can we model this?

Arun Kumar Saluru

Yeah. In FY27, in the next three quarters, we expect EBITDA to be in the line of INR 7-8 per SCM, operating EBITDA. Our revenue growth will be around 25%. That's what is we expect.

Kiran Gadge

Okay. Thank you.

Moderator

Thank you, sir The next question comes from the line of Mr. Nilesh Ghuge from HDFC Securities. Please go ahead, sir.

Nilesh Ghuge

Thanks for giving me the opportunity. A couple of questions from my side. Sir, can you tell us the sourcing mix for priority and non-priority sector, APM and HPHT, and then Reliance, GAIL and other?

Arun Kumar Saluru

This quarter, if you see the APM and NWG together were about 32%. HPHT was around 35%, and the balance was the long-term.

Nilesh Ghuge

Long-term includes the Reliance, GAIL and others?

Arun Kumar Saluru

Yes, other than Reliance and GAIL.

Nilesh Ghuge

Sir, can you share the same number for the last quarter

Ashish Maheshwari

First one is Q1 of FY26. Number of APM was 27%. Long-term sourcing was 27%, and HPHT gas was 38%. Correspondingly, the long-term, the RLNG is 32%, which has been increased because of the bulk sourcing with this long-term partner, and the APM, it will remain within the range of 21-22%.

Nilesh Ghuge

You are talking about the Q1FY26, right?

Ashish Maheshwari

Compared to Q1FY26, corresponding quarter.

Nilesh Ghuge

What are the same number for the Q4 FY26?

Ashish Maheshwari

APM was around 26%, whereas, as of in Q1, it's around 21%, and the long-term sourcing was 40-32% for this quarter.

Nilesh Ghuge

As you said that, Mr. Arun mentioned that for next three quarters, the EBITDA per SCM is guiding about INR 7-8 per SCM. This quarter, we reported about INR 10. In earlier communication, you mentioned that your average EBITDA per SCM will be in the range of INR 5.5-6 per SCM. Indirectly, you are raising that number to, let's say, in the range of INR 6-7 rupees per SCM. Is my understanding correct for FY27?

Ashish Maheshwari

It will be because of some Opex expenditure, which we are also doing some optimization. If you can see the fixed expenditure, where we have 7.15 per SCM, the fixed expenditure, whereas it is only 7.22. One of the big contributor for us, for this quarter as well, and that will even continue in the future as well. That is also one of the things which can increase this EBITDA per SCM.

Apart from that, there are some gains in terms of the pricing as well. So, everyone will benefit from this pricing. Because of our gas strategy, we could not have too much increase in this gas, but then the price sales, it's increased. If it remains continued, then the EBITDA per SCM would be around INR 6-7 very minimum.

***Nilesh Ghuge**

But sir, if I look at this quarter's number, it seems that your CNG contribution has gone up significantly higher if I compare last year, this quarter or maybe Q4 also because of the drop in the CNG industrial customers.

The volume there has gone down because of the non-availability, various reasons. And which we believe that CNG is the high, you can say, EBITDA contributor in terms of a per-unit volume, whereas the industrial commercial, the margins are very narrow. In next quarter or in the subsequent quarter, when your industrial commercial volumes will be back on track. Still, you will be confident that you will maintain that INR 7-8 rupees per SCM kind of EBITDA per SCM margin?

M. K. Sharma

We would be very candid with you. In fact, the sourcing is the key for this good achievement. We can say that for industrial, we had two long-term contracts, one is the GSPC, the other is Shell. With these two sourcing, the pricing formula we had with the gases. As you can understand, that the spot prices were escalating somewhere hovering between USD 16-20, or minimum it was USD 14. So, in this full quarter, we could enjoy the HPHT rate, and that was around USD 9. You can understand the margin had to be good.

Going forward also, on price, we are maintaining for the sake of industry survival also. Our gross margin also had been higher for that reason. Sourcing is one of the, I mean, as it was the thing which has given us a better margin in SCM-wise, and going forward also, this HPHT sourcing will continue up to March also. One of the supply, it will continue up to 28 January also.

So, that way, we are confident that our sourcing team will contribute to our margin. Till such time, our competitors have not reduced the prices. We will keep the prices at that level only because not only competitors, but the alternate fuel prices are also at high level. These are the prime reason that we are enjoying a better SCM market. I hope that clarifies you your queries in totality.

Nilesh Ghuge

Yes. Thanks, sir. Thanks, Sharma ji. As far as the -- sorry. Go ahead, sir.

Abhinand Pandya

Yeah. Nilesh, adding to what Sharma sir, has told, if you look at it, we are in that industry where we are not the price maker. We are the price taker. Based on our portfolio, which is clear, the price taker industry is able to match up with the price and make margins, and that's what has happened. Thank you.

Nilesh Ghuge

Okay. Yeah. Thanks. Sir, just one question. While answering the question, Arun sir mentioned that top-line growth of 25%. Is it true for FY27?

Arun Kumar Saluru

Yes. YoY, it is 24%.

Nilesh Ghuge

You are expecting 25% top-line growth in FY27. Is that correct?

Arun Kumar Saluru

Yes. This is how it turns out now, this guidance, I'm telling from Q1. But basis this thing, you can take a range of around 20% onwards. 20% is the safe use.

Nilesh Ghuge

And in that, can you split between volume and value? Is it possible?

Arun Kumar Saluru

Volume and value is not possible, but volume-wise, we expect around 10-12% growth in volume.

Nilesh Ghuge

Okay. Thank you. That's all from my side.

Moderator

The next question is from the line of Mr. Pavan from RT Capital. Please go ahead, sir.

Pavan Kumar

Sir, can you just outline what were the volumes at Namakkal, and what is the volume growth that we are expecting this particular year? I am asking for Q1, and what do we expect? What are we targeting for FY27 as a whole?

Arun Kumar Saluru

In Namakkal, we did the 6 MMSCM in Q1. You see YoY, year back, it was 2.84 MMSCM quarter-wise. It is more than 3.

Pavan Kumar

YoY, what was the growth?

Arun Kumar Saluru

YoY, it is a 102%.

Pavan Kumar

Okay. For FY27, what are we expecting at Namakkal?

Arun Kumar Saluru

It will be in the range of 25-30 MMSCM.

Pavan Kumar

For the full year?

Arun Kumar Saluru

Yes.

Pavan Kumar

What was this number for the full year FY26?

Arun Kumar Saluru

For the full year FY26, I will get back with that number.

Pavan Kumar

Okay. Also, I just wanted to check if the volumes are going to significantly scale up in Namakkal. Wouldn't that impact our EBITDA per SCM margins slightly negatively or am I overrating?

Arun Kumar Saluru

EBITDA guidance we have given, so it will be around INR 7 per SCM that you can take, overall EBITDA guidance.

Pavan Kumar

Overall, okay. Got it. Thank you.

Arun Kumar Saluru

FY26 Namakkal and Trichy volume, is 14.2 MMSCM.

Pavan Kumar

Okay. We are saying this year, we might end up somewhere between 25 and 30.

Arun Kumar Saluru

Yes. 25 and 30. That's the same position. It will be towards the 30 range only.

Pavan Kumar

Okay. On Banaskantha, which is our main geography, are we still looking at a double-digit growth in terms of volumes?

Arun Kumar Saluru

Yes.

Moderator

The next question comes from the line of Mr. Abhir Pandit from Old Bridge Mutual Fund. Please go ahead, sir.

Abhir Pandit

Hi, sir. Thanks for the call. Sir, just had two questions. Primarily, sir, can you just give a bifurcation of the sourcing mix? If you have given it earlier, I apologize, but could you just help me on that?

Arun Kumar Saluru

Yes. I will give you the bifurcation. Basically, APM and NWG, it will be around 32% this quarter. HPHT was around 35%, and the balance was RLNG and LNG.

Abhir Pandit

Fine. If I see your realizations on QoQ basis, as well as on a YoY basis, you have taken a 15% hike on a entire company level, right? How was it different across GAs and across the PNG aspect? Could you just help on that? Even on the industrial aspect.

Arun Kumar Saluru

I can make you understand by that the contribution to the profitability, if I say, Banaskantha will be 46% has contributed to the profitability. Fatehgarh Sahib 38%. Diu will be around 8-9%, and Namakkal, Trichy around 5%.

Abhir Pandit

Okay. Are you saying, basically, that you have taken the entire price hike, or you want to take another price hike going ahead, in view of the fact that this gas aspect remains an undecided issue? How are you planning on this?

M. K. Sharma

In fact, the price hikes are always linked to the sourcing. As of now, since the Brent has also started cooling down, we will not pass on and spoil our upcoming market by making another price hike. But at the same time, whatever we have been able to take from market, particularly industrial volumes that we will continue for some time because, you see, the pricing formula of sourcing is so that it doesn't get reflected in the same very month. It is three months average or one month average or something of that sort, or average of the dollar-rupee conversion also.

That way, it is still there for some time. Price hike, you can make it immediate. It's actually immediate. But the sourcing, the thing is still somewhere for two months, three months or something like that. Price reduction, at least we are not at all in a position. Till such time, we've billed like this.

Abhir Pandit

Okay, perfect. My next question is related to what is the amount of CapEx that you are looking at in FY27?

M. K. Sharma

FY27, we have plan of INR 150 crore and we don't target more than that. INR 150 crore will be investing in NT alone out of the IPO proceed, which we are carrying. For the remaining two in the Diu & Gir Somnath, we have got a tap-off from GSPL.

That tap-off will also be one. In BK, we are further reinforcing, making our stations online from the daughter booster station, and domestic fronts are opening up also. Another INR 50 crore we have planned in BK, INR 50 crore rupees Diu & Gir Somnath, Fatehgarh make it another 50. INR 250 crore of CapEx.

Abhir Pandit

Okay, perfect. Okay. Fine. Sir, just on FY27 plan, you currently have increased by almost have 150 CNG stations. What would be the plan for FY27? How much would be in Namakkal and Trichy, and how much will be in Banaskantha?

M. K. Sharma

Banaskantha, actually, is almost, like, saturating. What we have strategized that around 10-15 stations only. Last year, we had a good number there. At this time, we let our dealers stabilize and capitalize on their volumes. We are not adding much. We will be in the range of 10-15 only in Banaskantha, although that is a CNG hub for us.

The profit builder also is in Banaskantha, but let the dealer also, seek the taste of higher volume. In remaining two, Namakkal and Trichy, we are accounting more for COCO location. Unfortunately, land prices and other things are discouraging. Mostly collocated with empty, we are going. We'll be doing around 15-17 stations this year in Namakkal and Trichy, 5 around in Diu & Gir Somnath and only 2 in Fatehgarh.

Abhir Pandit

Okay. Fine. Sir, just one more question related to the NGT aspect in Fatehgarh Sahib. Has it been resolved, and have volume started kicking in? Or how are you looking at the process there as to when the volumes shall ramp up again in Fatehgarh Sahib?

M. K. Sharma

This is something which is bothering everybody. What has happened, NGT has given a February order in the month of late February. But at the same time, I mean, the war also broke out.

So, 9th of March, following month only, before things could have taken convictions off, immediately, the supply cut started. Actually, we could not take much advantage of the NGT order by enforcing the Punjab Government or the PPCB, Punjab Pollution Control Board. Because , we were having sufficient supply of 80% At the same time, the current government is undergoing election.

I have hopes that they will be aggressive in implementing the NGT order. But even if they don't do, there is a natural growth already happening that side, and we are in a position to add more industries. More industries are coming, which are currently at least the impact of NGT order is so that CTE and CTO, the Consent to Operate and Consent to Establish is not being granted to any newer industries which are not on natural gas. That is an upstarting volume. Once the NGT is fully implemented, we are sure that volume will ramp-up, I mean, nicely.

Abhir Pandit

Okay. Perfect. Thank you, sir. That's all from my side. Thank you.

Moderator

The next question comes from the line of Mr. Saket Kapoor from Kapoor and Co. Please go-ahead sir. Mr. Saket Kapoor, please go ahead with your question, sir.

Saket Kapoor

The sustainable EBITDA margin, if you could just explain to us, what are the key factors that has actually contributed to these enhanced margin? Whether those factors are in continuity or there was something one-off wherein we have expanded because our EBITDA growth has been several times higher than our revenue growth. Is this primarily due to economies of scale? Could you please elaborate on the key factors driving this improvement in EBITDA?

M. K. Sharma

I can only say you, although you may have missed our clarifications in past questions. But we'd like to say that as you said, our sourcing has been responsible for giving us a better gross margin. Of course, our tight operating cost management has yielded into this kind of PAT, currently, higher EBITDA per SCM.

We were just mentioning, the cost of repetition. I would like to say that our sourcing is even for industrial volumes. That is tied up long-term contract for five years, up to 2030. We have got this volume done in April 25 with GSPC and Shell. With that contractual obligation, we enjoy a restricted price.

Of course, as per market dynamics and the competitors, we stand in an advantageous position, not only in Q1, Q2, Q3 also. Till such time, the prices have stabilized, and we are not forced to reduce the prices and industry volume doesn't decline because of the higher price consumption, because of the alternate fuel and all such things.

Our EBITDA per SCM will continue for at least one or two more quarters. In the meanwhile, the NGT orders have come that will help us to maintain a higher volume growth in the industrial sector. We assume that this year onwards, I mean, this quarter onwards, we should be in a position to give better results QoQ and YoY.

Saket Kapoor

Okay. To conclude, this EBITDA margin closer to 19% is a good sustainable number for the ensuing quarters also. This much understanding we can take home.

M. K. Sharma

We hope and pray, but we can't guarantee 19% always.

Saket Kapoor

Not always, but it is in the bank, sir. From 10-19 is a big number. But to maintain it to 19 or 17, 16 is also a big number. Only one should invest in a model.

M. K. Sharma

The second thing, rest assured that our efforts are on, but 19 may not be a factor going forward, but it will be better than 19. Somewhere, we will land in between. Figures are very difficult to say at this moment.

Saket Kapoor

Okay. Then pertaining to the opportunity at Namakkal and the efforts done, I think so that tie-up with the Tamil Nadu bus authority also, what exactly are we eyeing as a contribution from the GA going forward? What kind of further CAPEX are anticipated? It will be done for this year?

M. K. Sharma

We have mentioned here just now that CAPEX of INR 150 crore plus will be allocated only for Namakal and Trichy because infra is at the rollout stage, and we'll be meeting that target actually in Namakkal and Trichy that way. With regard to volumes, as you had mentioned that Tamil Nadu State Transport Corporation tie-up has happened. Furthermore, another 50-100 buses they are going to convert into CNG, but they are buying also. 80% buses are new buses, 30% are retrofitted buses.

We have opened our dispensing facility in their depot itself. So that then we don't go here and there. We have fast-fueling dispensers we have installed. This volume will go on increasing. You understand that CNG is a profit builder for any of the CNG company, volume builder also, so that will continue.

Number two, as regards CAPEX is concerned, CAPEX, will be prerequisite for any future growth. We are trying to aggressively invest the IPO money as well as our ploughed-back profit money also in rollout of higher infrastructure so that more and more domestic and industrial customers are also attracted towards us, besides the CNG stations. That will also help us making many of our CNG station online in place of currently we are operating through two model. One is daughter booster model. The second is LNG model.

Both the models are less profitable than the online station model. Our CAPEX are having multiple aims. One is that our operational cost of supplying feeding gas to all the ROs should be lower. Secondly, infra will help us in expanding the government's push also for more and more domestic connections and commercial because of LPG's crisis. The commercials are also be lining us for connections. That is another attractive market, which will help us. Of course, industrial, we have yet to catch many potential industries there that side.

SIPCOT is one area where the industrial city is there, industrial town is there. We are trying to reach that so that many more customers are feeded through our natural gas. Namakkal and Trichy is our aspirational GA, wherein through CAPEX and our meticulous rollout of the routes, we are trying to build the volume.

It may take one or two year time, but that should be one of the pride GA. That is what we can conclude for you.

Saket Kapoor

Right. Two small points. Firstly, on the volume growth. Taking into account how we have done performed on the volume front and the factors that have led to it, where do we see our volume growing in the ensuing part of the financial year?

Sir, then in your IRM business and financial update, you mentioned about this successfully completed full conversion of commercial customer base in Diu to PNG, advancing clean energy penetration across the license area. The benefit of this, and how will this be a margin-accretive step? Or if you could explain these two points?

M. K. Sharma

Though, in view, a small Nagoa beach is there. That beach is having more than around 250 commercial installation, hotels, small huts, and the picnic hubs and all that. Now, that Nagoa beach is completely fed by our natural gas because of the compulsion, you can say, that LPG was in scarce supply.

Through the creek, we had already reached that island. Everyone is now connected. By the end of July, not a single one will be left, I believe. They are connected, and volume is going to grow replacing entire LPG. This is what is the deal story.

Saket Kapoor

Okay. What is he monthly revenue run rate? Average one?

M. K. Sharma

Overall due? My finance team will precisely tell you, sir.

Saket Kapoor

Yes Sir, Could you also share your outlook on volume growth? What are your expectations regarding volume expansion going forward, and do you anticipate a meaningful increase in volumes?

Arun Kumar Saluru

Volume growth, we expect minimum around 10%. Last year, we clocked 224 MMSCM. We expect that it will be in the range of 250 MMSCM by this year end.

Saket Kapoor

On the volume. On the sourcing part, we have increasing the number of sources and the dependent part so that we have mapped out our sourcing for the remaining part of the year in a meaningful manner.

M. K. Sharma

APM is 21% as you understand. The balance is, as like I said, through New Well Gas 11%. This all makes 33%. HPHT volume, which we have tied up, that is 35% of our total volume. CBG blending also happens to 1%, and long term is 32%.

You can appreciate that on a spot, we are hardly forced to arrange our supplies to the extent of only 1%. Almost all is either through IGX or through a preferential allocation APM, HPHT, our portfolio remains very much sound enough.

I mean, Namakkal and Trichy, which is not linked to the national grid, we need to depend heavily upon Indian Oil Corporations and no terminal, and slightly to some extent Kerala's Kochi terminal. These two terminals are helping us out for feeding our Namakkal and Trichy growth through liquid.

Because gas tap-off is still not in a high potential. GAIL line is coming in IOCs. One more line is hot tapping, I mean, SV station, we have arranged. But all that will take at least one and a half, one year, nine months. That' sort of reason is there. Till such time, some spot volume viewed arranged from Indian oil or from, BPCL or the PLL, these kind of sources from Kochi. That only will go for spot sort of arrangement or short terms, you can call it better. Otherwise, our sourcing portfolio is robust enough to take care of my ongoing demand.

Even the long terms are ramped up in such a manner that, after six months, we have a higher volume tied up, and another after six months, volume tied up, which is matching to the growth which we had anticipated in 2024-25. Things are not out of hand, and the spot reliability is least.

Saket Kapoor

Okay, sir. Thank you for all the elaborate answer. Only through the point of our payment of commission to the promoter, there were also some discussion by the minority shareholder and the shareholder community of whether we are putting any ceiling or whether the promoters are considering the request from shifting from a percentage to an absolute number. Pease do an abreast on how that point is shaping up and what are the thought process on the same going ahead.

M. K. Sharma

First of all, no commission. This is a license fee which has been arranged, well declared in a IPO document also, and that 2% goes to them. It is not sort of profit to any of the promoters, well declared in IPO document. That is consistently going. As of now, I can't promise you whether this will continue at a reduced rate or same rate or maybe abolished altogether.

But in spite, with or without this kind of license fee, we are growing that much, as a management, we can assure you a lot. We can only say that we are committed to my all investors, stakeholders, shareholder for giving better and better performance. This whole year is around INR 20-25 crore which goes to them.

You can discount that, which is already accounted for in my PAT this quarter and going forward also. This is already accounted for and discounted for. I should be happy with the PAT at least, tremendous, Saket.

Saket Kapoor

Yes, sir. I'm very positively surprised by our numbers. That is the reason I was trying to incline to get a sense whether, on higher base, are we in a position to even match these performance for the ensuing part of the year? Because that would be a commendable job to contain these numbers going ahead. Then the team has done a remarkable job.

M. K. Sharma

Saket, it'll be highly optimistic to say that same performance, as scale up as in Q1, will be repeated every quarter. But it will be definitely subdued going forward, not up to this extent.

Moderator

Thank you so much, sir. The

M. K. Sharma

Thank you very much, Akash. I hope that we have been able to answer more clearly, lucidly, frankly, and with full transparency all the questions of the investors. I would like to formally now, based on record, thank you all for joining us today and for the active participation in our Q1 FY27 Earnings Conference Call.

On behalf of the entire IRM management team, I would like to express my sincere thanks and gratitude to all our shareholders, investors, analysts, and business partners for their continued trust and support, they have reposed on us time and again. We hope that we have been able to address your key questions and provide cleaner perspective on the IRM's performance. Should you have any other further questions, please feel free to contact us on our Investor Relations Advisor through our Investor Relations Advisor, E&Y, and we will be happy to assist you.

Rather, we are also quite often trying to interact all of you. In person, I mean, more than happy to give any sort of clarification. Thanks, you all. Thanks to Krishna, Akash, EY team for the successful conduct of this meeting. Thanks to my team also who has been, shoulder to shoulder working very hard for giving better and better results going forward. Thanks a lot to everybody.

*__Moderator__

Thank you so much, sir. Ladies and gentlemen, this concludes your conference for today. On behalf of EY, we thank you for your participation. You may disconnect your lines now. Thank you, and have a pleasant day.