



Transcript of 27th Annual General Meeting of PPAP Automotive Limited

Moderator: Dear members of PPAP Automotive limited Good morning I Shikha on behalf of Linkintime India Private Limited, RTA of your company welcome you all at the 27th Annual General Meeting of your Company before going to the proceeding I would like to request all the members to please keep their devices in the mute mode to conduct the meeting smoothly for member who have been pre-registered and have been confirmed as a speaker to speak in the meeting the audio will enable when the Company Secretary will request them to speak now without any delay I handover to Ms. Pankhuri Agarwal the Company Secretary of the company to please go ahead with the proceeding over to you mam

Pankhuri Agarwal: Thank you shikha

A very good morning to all of you.

My name is Pankhuri Agarwal.

I am the Company Secretary for your company PPAP Automotive Limited.

A very warm welcome to all the shareholders, Directors and Auditors to the 27th Annual General Meeting of our Company.

This Annual General Meeting is being held through video conferencing mode in accordance with the circulars issued by the Ministry of Corporate Affairs and the Securities and Exchange Board of India.

It is my pleasure to introduce the Key Executives of the company who are attending this meeting from our corporate office located in Noida, Uttar Pradesh.

Mr. Ajay Kumar Jain (Chairman and Managing Director)

Mr. Abhishek Jain (Managing Director and CEO)

Mr. Sachin Jain (Chief Financial Officer)

Before I handover the proceedings of this meeting to the Chairman of the Board, I will explain the regulatory and general instructions for the smooth conduct of this annual general meeting.

- In accordance with MCA and SEBI circulars, the Annual Report of the Company along with the Notice of this AGM has been sent electronically, to all the members, whose e-mail addresses are registered with the depository participant and Registrar and Share Transfer Agent.

- Facility to join this AGM through VC is available to all members of the Company, on a first come, first serve, basis.
- The members joining the meeting will be placed on mute mode to ensure smooth and seamless conduct of the meeting.
- The session will start with the Chairman's address followed by the explanation of the resolutions.
- After the resolutions are read, there will be a Question and Answer session followed by Vote of Thanks.
- The moderator will unmute the members who have pre-registered themselves for the Question-and-Answer session.
- It is advisable to registered members to use headphones so that we can listen to your query clearly. Please ensure that your internet connectivity is a minimum of 2 mbps.
- In case there is no response by the registered member, the moderator will mute such member and move on to the next registered member.
- After your name is called out, you can ask your question. In order for smooth conduct of the meeting, each member will be given up to a minute to speak. The management of the company will try their best to answer your questions.
- In case you have any follow up questions or queries, you may use the chat box or you may contact us on our registered email address.
- It may be noted that the Company reserves the right to limit the number of members asking questions subjected to the time availability.
- In case you are unable to reconnect in the meeting, please contact the helpline number mentioned in the notice of this meeting.
- The registered office of the Company situated at New Delhi shall be deemed to be the venue of this Annual General Meeting and the proceedings of this meeting shall be deemed to be made thereat to transact the business as mentioned in the notice.

- The proceedings of this meeting are being recorded for compliance purposes.

I seek cooperation from all of you for the smooth conduct of this meeting. The Company has taken all the feasible measures to enable the members to attend this meeting through video conferencing facility and has provided electronic facility for e-voting.

As of now 42 members have joined this meeting.

Since the quorum of the meeting is complete, I request, the Chairman & Managing Director of your Company, Mr. Ajay Kumar Jain, to Chair this meeting and begin the 27th Annual General Meeting.

Ajay Kumar Jain: Thank You Pankhuri.

Good afternoon, ladies, and gentlemen. I am Ajay Kumar Jain, Chairman & Managing Director of your Company.

It is my pleasure, once again, to be in your midst and I hope all of you are in good health and spirits.

As the requisite quorum is present, I call the meeting to order.

First of all, let me introduce our Independent Directors to all the members.

Mr. Bhuwan Kumar Chaturvedi - Mr. Chaturvedi has a rich and diverse experience in the automotive and engineering industry and management consultancy. He is the Chairperson of the Corporate Social Responsibility Committee & Member of Audit Committee, Nomination and Remuneration Committee. He is joining from Gurugram.

Mr. Bhuwan Kumar Chaturvedi: Good morning / Namaskar

Ajay Kumar Jain: Mr. Pravin Kumar Gupta – Pravin Ji has wide and in depth knowledge and experience in the field of Corporate Finance and Taxation, Accounts, Audit, and Indirect Tax Laws. He is the Chairperson of the Audit Committee, Stakeholders Relationship Committee & Member of the Nomination and Remuneration Committee. He is joining from Noida.

Mr. Pravin Kumar Gupta: Good morning / Namaskar

Ajay Kumar Jain: Mrs. Celine George - Mrs. George has expertise in areas of Leadership, Corporate Restructuring, Business Transformation, People Performance and Change Management. She is the Chairperson of Nomination and Remuneration Committee. She is joining from Gurugram.

Mrs. Celine George: Good morning / Namaskar

Ajay Kumar Jain: Now, let me introduce you to the Non Executive Director of the company.

Mrs. Vinay Kumari Jain - She is one of the founding partners of the company and has been deeply associated with the Company since the start of the Business. She is a Member of Stakeholders Relationship Committee & Corporate Social Responsibility Committee. She is joining from New Delhi.

Mrs. Vinay Kumari Jain: Good morning / Namaskar

Ajay Kumar Jain: Mr. Sanjeev Agarwal, representative of our Statutory Auditor, O.P Bagla & Co. LLP is joining us from New Delhi.

Mr. Sanjeev Agarwal: Good morning / Namaskar

Ajay Kumar Jain: Our Secretarial Auditor, Neelesh Kumar Jain & Associates are represented by Mr. Neelesh Kumar Jain, joining us from New Delhi.

Neelesh Kumar Jain: Good morning / Namaskar

Ajay Kumar Jain: Mr. Chetan Gupta, managing partner of APAC & Associates LLP, has been appointed as the scrutinizer to scrutinize the e-voting process in a fair and transparent manner.

Mr. Chetan Gupta: Good morning / Namaskar

Ajay Kumar Jain: Ladies and Gentleman, I will now share my perspective of the current situation around us.

The second wave of the Covid-19 pandemic has ebbed leaving behind a trail of pain and suffering. Safety of our employees and their families was our main concern. Your company took all steps to provide a safe working environment and full support to all our employees during this turbulent period. My heart goes out to all the families who have been impacted by this health crisis.

Our second priority was to ensure that our customers lines run smoothly and there is no default from our side.

I am thankful to all our employees for their unrelenting support for keeping the company operations smooth and for meeting all the demands of our customers, despite the odds.

Due to various disruptions, the automotive industry has been facing high raw material prices, logistic issues, and semi-conductor shortage, as the demand for semiconductors shot up due to Covid.

Our world is currently plagued with multiple challenges.

Global economy is facing risk of widespread stagflation and is expecting a slowdown.

A huge challenge today is the Russia Ukraine conflict. It has resulted in high prices of petroleum products, edible oils, food, energy shortages, high energy prices, supply chain disruptions, etc.

India too may have to face the short-term challenge of slowing growth and higher inflation.

On the positive side, India's manufacturing is set for long-term growth and gain a major share of global manufacturing output aided by:

- Infrastructure improvements which are helping drive down macro costs and improve reliability of supplies, and
- A supportive global environment – as various countries are looking to broad base supply sources away from China, and
- India's increasing focus on import substitution.

According to the changing times, your company is being re-structured for both organic and inorganic growth. In the automotive space, your company has been continuously adding new customers, more value-added products and expanding our operations, near to, the customers to meet their current & future needs.

We have increased our market share with our existing customers and started supplies to new customers. Your company has been regularly appreciated by our customers for our customer centric approach.

In the EV vertical, we have setup lithium-ion battery lines for 2/3 Wheelers. This vertical is helping us in increasing the EV customers interest for development of plastic injection moulding tools, as well as plastic, and rubber parts for their vehicles. It has facilitated in making your company a big solution provider.

Leveraging our tooling facilities, your company has added new customers in automotive segment, white goods, and medical segment. We have established ourselves as one of the leading manufacturers of plastic injection mould and tooling in the country.

New ventures in aftermarket business have been getting good traction. We have been expanding our footprint across India to capitalize on the aftermarket demand.

Your company's sustainability performance is closely monitored.

At PPAP, we do more than comply with all statutory requirements set by the regulatory authorities in the true letter and spirit. We have set our foot on our ESG journey with the objective of running our operations sustainably and responsibly.

Your company's first Sustainability report for FY20 ranked seventh among Asian Sustainability Reports in the category of first-time reporting. The report defines the initiatives which your company has taken in environment, social and governance.

Through our CSR activities, we are consistently focusing on Environment, Education and Health. We are supporting various biodiversity parks in New Delhi to plant and sustain native trees to improve the environmental conditions.

We are completely poised with dynamism and resilience to navigate through the volatile environment due to our relentless focus on global level excellence, in each area, of our operations.

Going forward, the demand for our products is improving owing to preference for personal mobility.

Our customers are launching new models and are making efforts to achieve record production.

It is expected that the semiconductor shortage, supply chain issues, along with high raw material prices, would ease out soon leading to our improved financials.

During FY22, revenue of your Company has grown by 27.4% on standalone basis and 30.9% on a consolidated basis. The consolidated EBITDA witnessed an increase of 17% during FY22 and stood at ₹ 38.6 Crores.

Your Board has recommended a final dividend of 15%, which is ₹1.5 per equity share.

Now, continuing with the conduct of this AGM, the Notice is already circulated to the members and with your permission, we take the notice of this AGM, as read.

I request our Statutory Auditors represented by Mr. Sanjeev Agarwal to confirm the statutory audit report.

Sanjeev Agarwal: Dear Members,

We would like to inform that our report on the financial statements of the Company for the financial year ended March 31, 2022 (standalone and consolidated basis) does not contain any qualification or adverse remarks, with your permission we take this report as read.

Ajay Kumar Jain: Now, I request our Secretarial Auditor Mr. Neelesh Kumar Jain to confirm the secretarial audit report.

Neelesh Kumar Jain: Dear Members,

The Secretarial Audit report for the financial year ended March 31, 2022 is self-explanatory, with your permission we take the report as read.

Mr. Ajay Kumar Jain: Thank you, auditors.

I will now brief you about the resolutions which are required to be passed today.

There will not be any proposer and seconder to the resolutions proposed in this annual general meeting.

There are Eight resolutions in the notice to be approved by the members at this annual general meeting.

Three are ordinary business resolutions and four are special business resolutions.

1. First resolution is adoption of audited financial statements (standalone and consolidated) of the Company for the financial year ended 31st March, 2022, together with the Reports of the Board of Directors and Auditors' thereon.
2. Second resolution is declaration of final dividend of Rs. 1.5 /- (15%) per equity share (face value of Rs 10/- each) for the financial year ended 31st March, 2022.

In the third, fourth and fifth resolution, I am an interested party. Therefore, I entrust the conduct of the proceedings of the AGM with the consent of members present to Mr. Pravin Gupta and request him to take the chair.

Mr. Pravin Gupta: Thank you, Chairman for entrusting me with this responsibility. Good afternoon members, I now brief you about the third, fourth and fifth resolution which are proposed today.

3. Third Resolution is re-appointment of Mrs. Vinay Kumari Jain Non-Executive Director of the Company who retires by rotation and being eligible, offers herself for re-appointment.
4. Fourth resolution is waiver of excess remuneration paid to Mr. Ajay Kumar Jain Chairman and Managing Director of the company during the financial year 2021-22.
5. Fifth resolution is waiver of excess remuneration paid to Mr. Abhishek Jain, Chief Executive Officer and Managing Director of the Company during financial year 2021-22

Now I request the Chairman to resume the chair and continue with the proceedings of the AGM.

Mr. Ajay Kumar Jain: Thank you, Mr. Gupta.

Let us continue with the brief on the balance three resolutions.

6. The Sixth resolution is the approval of Employee Stock Option Scheme.

7. The Seventh resolution is the approval and extend benefits of PPAP Employee Stock Option Scheme 2022 to the employees of Subsidiary / Associate companies (including our joint venture company).
8. The Eight resolution is the ratification of the remuneration payable to M/s Rakesh Singh & Co., Cost Accountants as Cost Auditors of the Company for the financial year ending 31st March, 2023.

The objectives, as well as the explanatory statements of these proposed resolutions have been mentioned in the Notice of this AGM.

Thank you everyone for your patient hearing.

Now, I handover the proceedings to the Company Secretary.

Pankhuri Agarwal: Thank You Chairman Sir.

Dear Members, I would like to inform that Register of Directors and Key Managerial Personal and their shareholding and Register of Contracts and Arrangements in which Directors of the Company are interested and other documents has been made available electronically for inspection by the members during the AGM, it can be viewed on InstaMeet.

Pursuant to the provisions of the Companies Act, 2013, your Company has provided facility for voting by electronic means to all its members to enable them to cast their votes electronically.

In accordance with Section 108 of the Companies Act, 2013, the remote e-voting facility commenced on 12th September, 2022 at 9:00 a.m. and concluded on 15th September, 2022 at 5:00 p.m.

The Insta Poll facility will be activated immediately after the conclusion of this AGM.

Members who have not exercised their vote through remote e-voting can cast their votes by clicking on the link provided therein towards the end of this AGM.

Now, we will move to the next part of the AGM, which is to get valuable insights from our members and to answer to any queries that they may have.

At first, we would like to answer the questions received on the registered email address.

The questions received on mail are:

1. What is purpose of introducing the ESOP scheme? What is the impact on the shareholders value?

I request the Mr. Abhishek to respond.

Abhishek Jain: Thank you for your question. As explained by Chairman Sahab in his address, the company has chartered out its strategy to achieve higher growth going forward and also to derisk itself from dependence on any customer or sector. The company is at an inflection point of transformation. In order to actualize this strategy, we will require talented people to lead various functions of the company. Therefore, in this year, we are retooling our Human Resource Policy and programs which will be in line with what is relevant today. We have introduced some programs like flexible working hours, flexible uniforms, employee transportation, upgraded our offices etc... ESOP scheme is also a part of the reform agenda. There are 3 primary reasons why we have introduced this scheme. The 1st is to retain our talent pool so that our culture is preserved. The 2nd is to give a sense of ownership to the people. The 3rd is to reward them for their superior performance. The key features of this scheme have already been mentioned in the notice. The maximum number of options to be granted shall not exceed 7,00,000 (Seven Lakhs) employee stock options, which will be issued by the company.

For the 2nd question, on impact of shareholders value, First of all, the 7,00,000 shares will be issued over a period of years. In my opinion, in the larger scheme of things, the shareholder value will be enhanced by this initiative. People will get motivated to outperform themselves and in return the company's performance will benefit from it. In the short term, you may feel your % holding has been reduced. But it will not have any significant or substantial impact. This scheme will act as a catalyst in creating long-term sustainable value for the shareholders.

Pankhuri Agarwal: Thank you Mr. Abhishek
Next question received on mail is

2. What new initiative company is taking to further improve the company performance? What is mid-term to long term business outlook in future?

I would request Mr. Abhishek Jain to respond.

Abhishek Jain: As explained by Chairman Sahab in his address, the company is now aggressively following the growth path and is entering into unchartered territories based on its core competence. We are aggressively trying to improve our wallet share with our existing customers in the Automotive segment. This year we should be hitting the maximum number of production ever for passenger vehicles. There is strong buoyancy in the demand and we expect this trend to continue. All the components that are being developed by us are engine agnostic products which ensures that there is a minimum risk from the transformation of ICE engine to EV engines. Many of our existing customers like Tata, MG, Maruti,

Toyota etc.. have started using our components in their Electric Vehicles. Apart from this, we are aggressively chasing the new age EV 2 wheelers for parts development.

The 2nd initiative for growth is the after market business. We see a lot of opportunity in this area in both component side and accessories side. We have 500 SKU's for this vertical. We have already set up 100 dealer partners and are present in more than 35 cities across India. Soon we will start organizing the export opportunities in this segment.

The 3rd initiative is towards extension of our core competence in neighboring industries other than Automotive industry. This division is called as Industrial Product division and are scouting for development of parts in areas related to Packaging, Household items, Electronic goods etc... This vertical also has a lot of head room for growth and we foresee development of export market in this vertical as well.

The 4th initiative is development of plastic injection molds and dies. Various industries like Automotive, White Goods and Medical segments are importing a huge quantity of such molds and dies from China. Due to the current supply constraints, a lot of companies are looking at locally developing such tools and that is where the opportunity for this vertical is created.

The 5th vertical is the “new world order” for everyone globally. The Lithium Ion battery packs segment. In this segment we are focusing on Mobility and Storage solutions like Solar street lights. In Mobility we are developing these packs for Electric cycles, 2-Wheeler and 3-Wheeler Applications. We have established three assembly lines for making 60,000+ packs per year

All these product segments are at different stages of commercialization. The cumulative effect of all these businesses will ensure higher value addition for all stakeholders.

Pankhuri Agarwal: Thank you Mr. Abhishek

Moving on to the next question

3. What was the capacity utilization last year and what is the expectation for FY23?

I request the CFO to respond to this.

Sachin Jain: Automotive Industry has started recovering from last year. But due to the semi conductor shortage, the full potential could not be exploited. Therefore, the capacity utilization for last year stood at 65%. This year, we are witnessing higher demand. Therefore, in line with this higher demand our capacity utilization should be in the range of 75 – 80%. In the first quarter, our utilized capacity was in the range of 70-72%.

Pankhuri Agarwal: Thank you Mr. Sachin

Next question received on mail is

4. Brief financial performance of company in FY22? Further Company achieved the EBITDA of 18-19% in pre-covid years. What is management expectation on sustainable EBITDA margins in future?

I request Mr. Sachin to please respond.

Sachin Jain: As explained by Chairman Sahab and MD, last year was a tough year for the industry. We faced several challenges like Covid restrictions, Semi conductor shortage, geopolitical disruptions etc... In spite of all these challenges, the group grew its revenue by 30% and its EBIDTA by 17%.

Last year, the margins were under pressure due to the sudden and unprecedented rise of commodity prices. This year, we expect the margins to improve in line with the cooling off of commodity prices. We expect to achieve a sustainable margin of 15% going forward.

Pankhuri Agarwal: Thank you Mr. Sachin

Next question received on mail is

5. Company proposed to waive the excess remuneration. Please advise the reason for that?

Since the management is an interested party, I request the Chairperson of Audit Committee, Mr. Pravin Gupta to kindly respond to this.

Mr. Pravin Gupta: Thank you Pankhuri. I will respond to this question.

As you all know, we have been affected by the Covid pandemic since FY 21. Since then the entire industry has been disrupted. The lockdowns and consequent hardships in doing business resulted in reduction of earnings for the company and

for everyone else. During the pandemic, the promoter management took a substantial haircut of around 50% in the remuneration compared to FY 20. In FY22, the total revenue of the group has grown by 31% and the EBIDTA has grown by 17%. The promoter management continue with their reduced remuneration in this FY. Even in the current FY, their remuneration continues to be at 40% of FY 20 which is much lower than the industry standards. Therefore, considering the efforts being put by them in steering the company towards the new vision, it was recommended by the Board to waive the excess remuneration in terms of Section 198.

Pankhuri Agarwal: Thank you Pravin ji

Next question is

6. Steps to increase the assets quality and Capital improvement?
I request Mr. Abhishek to please respond

Abhishek Jain: I think I have explained about the new initiatives being taken for the growth of the company. All the initiatives cumulatively will surely improve the assets utilization as well as improve the returns on the capital deployed.

Pankhuri Agarwal: Thank you Mr. Abhishek

Next question is

7. Expansion & diversified or capex plan
I request Mr. Sachin to kindly respond.

Sachin Jain: Expansion and diversification has already been covered in earlier question. Last year, we have invested in the new business verticals. This year, our capex should be around 35-40 Crs.

Pankhuri Agarwal: Thank you Mr. Sachin

Next question is

8. Present status of disputed cases. Vivad to Vishwas scheme was launched last year to settle pending disputes. Indication are there that the scheme has been a great success , hence we want to know your experience and comments on the disputed matter of the cases with the concerned authorities for the purpose of resolves the issues.

I request Mr. Sachin to please respond.

Sachin Jain: I think our Government is coming up with many progressive policies which enable ease of doing business in the country. The details of disputes is reported in the Annual Report under the contingent liabilities section. However, none of these disputes come under the purview of Vivaad to Vishwas scheme.

Pankhuri Agarwal: Thank you Mr. Sachin

Next question is

9. Margin range, Cost cutting, cash generation steps and present status of the ROCE, ROI, AND EVA?

I request Mr. Sachin to please respond.

Sachin Jain: The sustainable EBITDA margin range should be around 15%. The company operates cost management system for managing operational costs as well as capital costs and to find out improvement areas. The reasonability of every paisa being spent by the company is checked thoroughly. This year onwards, we are expecting our return ratios to improve due to higher capacity utilizations.

Pankhuri Agarwal: Thank you Mr. Sachin

Next question is

10. How has company strengthened competitiveness related to its presence in industry spaces margins and the strength of its balance sheet?

I request Mr. Abhishek to respond

Abhishek Jain: As explained earlier, the company is taking many initiatives to achieve higher growth and de-risk itself. All these efforts cumulatively should improve our competitiveness and financial performance.

Pankhuri Agarwal: Thank you Mr. Abhishek

Next question is

11. Any signified bad debts and step to reduce its

I request Mr. Sachin to respond

Sachin Jain: We are very sensitive in doing business with customers who have stable finances. The receivable are closely monitored and review periodically by

the management thereby reducing the chances of bad debts. Therefore, we don't have any bad debts in the company.

Pankhuri Agarwal: Thank you Mr. Sachin

We now move on to open the forum to listen to our registered speakers.

Now I request our Speaker No.1 Mr. Praveen Kumar to express his views.

Moderator is requested to kindly unmute Mr. Praveen

Moderator: Mr. Praveen Kumar you may ask your question.

Very very Good Morning to my respected Chairperson and deputed and esteem board of director and co-fellow shareholder who have join the meeting online. Myself Praveen Kumar joining this meeting from New Delhi sir. Thank you very much respected chairman sir, MD sir and our CFO for explaining the key agreement the key concern of our company where we stand what we have achieve and what future lies for our company sir that was very very detail speech and very very delighted as a minority shareholder and took over almost everything sir I am with the company since when we use to meet physically respected chairman sir I love to thank you for all your kindness to retail investor you always welcome us with open arm the red carpet welcome for each and every shareholder the you have great healthy discussion with them and we have wonderful time when we meet next year covid is behind us next year hopefully we meet physically sir you always very very focused to bring sustainable growth to the retail investor I really thank you because I know you personally also and also your family you have a legacy to support the community and in our company also CSR activities is concerned I think under your leadership our company is fantabulous fantabulous so my only question is it is the compliment compliment I pray to the God he will bless you and entire whole worker that you will take new height in the future sir the our company grows really very very to the next level in the coming future sir for a company which is very very listed it is also for corporate governance under your leadership sir our KMP our respected CFO, CS they are doing fantabulous job sir as for the corporate governance concern I think you are maintaining the highest standard of corporate governance so sir for retail investor like me my heart is with you and sir I pray for the entire management to grow. In the future and I am very thankful to you and entire board give me this platform to express my view and express my observation about the company. I will wish all the very very best for the future thank very much sir.

Pankhuri Agrawal: Thank you for your appreciation Mr. Pravin

Ajay Kumar Jain: Thank you Praveen ji for your kind words your word are highly encouraging for us and we hope we live up toward expectation once again thank you very much

Pankhuri Agarwal: Thank you Mr. Praveen moving toward next speaker. Your next speaker is Manjit Sandeep moderator I request you to kindly unmute Mr. Manjit

Moderator: Thank you so much mam but Mr. Manjit has not join the meeting.

Pankhuri Agarwal: Move to Next speaker Mr. Narender Singh Chauhan moderator kindly unmute Mr. Chauhan

Moderator: Mr. Narender Singh Chauhan you may speak sir Mr. Narender sir please go a head sir

Pankhuri Agarwal: Mr. Chauhan is not audible move to the next speaker, our next speaker is Mr. Rakesh Kumar Moderator kindly unmute Mr. Rakesh

Moderator: He has not join ma'am

Pankhuri Agarwal: Okay moving toward next speaker Mr. Gagan Kumar Moderator kindly unmute Mr. Gagan

Moderator: He is also not available ma'am

Pankhuri Agarwal: Moving on toward next speaker Mr. Surender Kumar Arora Moderator kindly unmute

Moderator: Yes mam Mr. Surender Kumar you may speak sir Mr. surrender Kumar Mr. Surender kumar sir please go a head you are on the panel sir

Pankhuri Agarwal: Mr. Surender Kumar Arora is not audible moderator lets move on to next Mr. Rama Jain Kindly unmute Mr. Rama Jain

Moderator: Yes mam he has join the meeting

Pankhuri Agarwal: Mr. Rama Jain is not audible moving to next speaker Mr. Krishan Lal Chadha Moderator kindly unmute Mr. Krishan Lal Chadha

Moderator: Ma'am he is not available ma'am

Pankhuri Agarwal: ok our next speaker is Mr. Mahender Pal Bhutani moderator kindly unmute Mr. Bhutani

Moderator: Yes ma'am Mr. Mahender Pal Bhutani please speak sir you may speak now

Mahender Pal Bhutani: Namaskar I am audible sir meri awaz aa rhi hai sir

Moderator: Yes Sir

Mahender Pal Bhutani: Humarey CEO Ajay Kumar Jain ji Board member and management team very good afternoon and jai hind to all. Sir we have seen after going through the annual report that over company performance during the financial year 21-22 was not upto the level of satisfaction because our stock PE ratio is 74.30

ROECE ratio 1.82% ROE -014% and company deliver a poor sales growth 4.20 over past five year and lower return on equity 2.21 for the last 3 year. Net profit first quarter is .0558crore EPSE 0.41 sir your borrowing has been increased to one hundred ten crore sir over your holding promoter holding is 64.87% FIIs has increased the holding to 5.85 where as public holding has been decreased to 29.28% Sir what is the reason company could not shown there best result during last year as well as during first quarter and I hope in second quarter from june to august sir one thing we have noticed that whenever we visited to with our query and grievances to your 54, Okhka Industrial Area, Phase-III office there was no one persons for investor grievances cell may I know the reason why when the time has changed or company may maintain investor friendly relation I have notice that 2-3 speaker could not join may be reason that your company is not now keeping friendly relation after the Mr. Pankaj people but there thinking you know better and my question is know what is your strategy for medium and large long term for in the competitive platform and geographically expansion and your position, parameters what efforts has made why the company to strengthen do we have any major complex plan launch by the government to redress the grievances I have seen that most of the company taken the benefit of the Vishwas scheme I know Jain sir and your Board Sir what is your opinion any settlement is made why your company during this time 21-22 and 22-23 sir I know and we believe that the Company management is far better in his thinking large spirit in his working stronger in commitment and more responsible sir we are expecting more and more from you because we feel that company has much more potential then what it have deliver yet sir as a shareholder I hope that the rich experience of the Board will help the leadership team in accomplishing the bigger milestone and it will soon reflect on your stock price to best wishes to each one you for the festival session and this practical team for sending link, notice on time and coordinator link intime so nice of you sir mushibat mushkil aati hai toh isleya mein kehna chahunga doo line na ki tufaan sa keh do ki vo thum jaiya kyuki humari company humare jo CMD or MD Sahab jo Executive Director hai vo pankho sa nhi bhuland iraado sa udaan bharte hai aur ya udaan company ko nayi pehchaan da naye eeyaam pe le jaye,naye profit ki ore humein bhadaye is subhkamna ke sath main sabhi ka top se last person tak ka main shukriya karta hu jinhone mahamari ke duraan.. company ke liye best diya ,thankyou very much jai hind sir with Santosh Bhutani, MP Bhutani and Suresh Bhutani thank you very much sir

Pankhuri Agarwal: Thank you for your question Mr. Bhutani

I request our MD Mr. Abhishek to respond

Abhishek Jain: Bhutani ji aap ka encourage remarks ka leya bahut bahut dhanyawaad abhi jaise Chairman saab na apni Speech mein bataya aur is sa phele humra pass writing mein question bhi aaya h vo sara jo aap ka concern hai unko humne already address kara hai toh hum jante hai last do- teen saal mey company ki performance itni acchi nhi rhi hai but aap jante hee hai ki environment kaise tha

covid ki situation thi lockdown tha semi-conductor storage thi toh last year se sudden commodity prices badh gye the toh jaisa ki hum ne phele hi baat kari hai ki ya hee sab vaja ko dekhte hue humne naya vertical shuru kara hai company mein naya focus shuru kara hai nayi nayi chizao mein hum ab naya product mein hum ghus rhe hai nayi market mein hum ghus rha hai nayi type ke customer add kar rhe hai ya sab chiz jab add kari hai toh automatically company ki performance thik honi shuru ho jayegi jo dusra aapne comment deya hai QCDD parameter ka liye hum humari company ka focus jo hai vo QCDD paramters par hoti hai hum shuru karte hai hamesha safety se toh humara focus jo hai vo sab se important hai jo humara jitna bhi plant hai wahan human safety sabse important hai fire safety log jo hai vo thande dimag se apna pura potential ka sath kaam kar Sakhe safety ki uppar humara sab sa zada focus hai uska baad of course jo bhi hum product banata hai customer ke sath agreed quality ka agreement hota hai in the right cost in the right time ya humari company ki basic strength hai iske sath last doo saal se humne apni company ki sustainability ki journey bhi start ki hai jo first report thi humrai vo humne publish kari thi vo Asia sustainability award mein top 10 mein aayi thi number 7 par the hum Asia level par aur abi thode time ka baad he hum apni sustainability ki report launch kara gai jhaa tak aap ka investor grievance ka saval hai Bhutani ji hum aap ka sath bethe hai hai aap ko company ka e-mail address pata hai

Aap ko company ka corporate office pata hai just give a phone call you have any grievance linkintime is also there for your grievance kaafi sara forum hai jahaa hum aap logo ke grievance sun sakta hai in case you have any query we will more than happy to address your humara sara plant khula hai aap logo ke liye aap logo ko jab aana ho aap hum se contact kar sakta hai Pankhuri ji ke sath email kar sakte hai ya fixed kara gai pura schedule us schedule basis par were more happy to welcome you to any of your facility either in Noida or in Chennai or in Gujarat or in Pathredi anywhere you are most welcome come and visit to see all the hardwork which is been done by the company to achieve this performance thank you

Pankhuri Agarwal: Thank you Mr. Abhishek moving on to the next speaker I request moderator to kindly unmute Mrs. Shashi Jain

Moderator: Yes ma'am, Mrs. Shashi Jain you may speak

Shashi Jain: Hello, hello

Moderator: Yes ma'am

Moderator: A very good afternoon chairman sir and Board of Director and my fellow shareholder attending the e- meeting congratulations to the management and all the staff and employee for providing the excellent result during the year there is no doubt in the financial statement in the annual report as I have full faith in the management I also spoke all the resolution first of all I would like to now state that bonus or right issue and secondly what is the future strategies thank you very much

to the company secretary and all the staff secretarial department for allowing me to put up my question in the meeting I hope the management will continue to hold the AGM through VC in future thank you very much.

Pankhuri Agarwal: Thank you Mrs. Shashi, I request to our MD san to please answer

Abhishek Jain: Thankyou Shashi ji aap ke sawal ke liye abi toh filaal humara koi plan nahi hai Bonus or Right Issue ka abhi jo plan hai vo hum ne aap logo ka sath badi honestly share kara hai chairman sahab ne bhi kiya hai mainey bhi kiya hai sachin ji ne bhi uske upper kafi explain kiya hai ki kya kar rha hai hum abi toh filaal bonus or right issue ka koi plan hai nhi humari aur jo growth ki aap baat kar rhi hai future plan ka leya company bahut serious hai aur hum loog sab aapni pura prayas Kar rhe hai hum ki nayi disha aur naye naye customer ka sath jude aur naye naye product laye market mein naya sector mein ghusa jo bhi humne 25 ya 30 saal mein is company mein knowledge ikkathi kari hai us knowledge ke basis par hum apni company ko aur further nayi speed sa high speed se growth kar sakti hai toh aap ki company jo hai humesha growth ka upper focus kar rhi hai jab ye growth aani shuru ho gai tab automatically jo hai sara financial parameter hai vo theek hona shuru ho jayega thank you

Pankhuri Agarwal: Thank you Mr. Abhishek

All the registered members have been given the opportunity to speak.

Thank you, to all the members, for their views and suggestions.

In case any of you have any further questions, kindly feel free to reach us through the registered email address or visit us with prior appointment. Question received through chatbox facility would reply suitable through email

Dear members,

The e-voting facility will remain open for 15 minutes after the conclusion of this meeting and will be disabled thereafter.

The results of e-voting will be announced on or before 18th September 2022, by posting on the website of the Company and shall be filed with the Stock Exchanges, National Stock Exchange of India Limited and BSE Limited.

The resolutions as set forth in the notice shall be deemed to be passed today subject to the receipt of the requisite number of the votes.

Now, I handover to the Chairman for his Vote of Thanks.

Ajay Kumar Jain: Thank you, Pankhuri

Dear Shareholders, the past 3-4 years have been very tough for the entire Automotive Industry. Since this year, there is an upswing in demand from the customers. The multiple challenges facing the industry are slowly and steadily getting resolved and every day the sun is shining brighter on the industry. The new business initiatives will definitely bolster strong growth of the company. I take this opportunity to thank each and every one of you for your patience, keeping faith in the company and for your continuous encouragement and cooperation.

I also take this opportunity to thank my colleagues on the Board for their relentless support and for always sharing their invaluable wisdom with us.

I express my sincere gratitude

- to our customers due to whom, we exist;
- to my management team and employees who never leave any stone unturned to achieve the company's mission
- to my suppliers for their uninterrupted supplies during this disruptive period
- and last but not the least to our bankers who have supported us in thick and thin.

On behalf of the entire Board of Directors and the management team, I thank all our stakeholders for their trust and support.

We will continue to create long-term sustainable value for our members and all our stakeholders.

With this, I wish you all good health and well-being.

Now, I hereby declare the proceedings of this meeting closed.

Thank you / Namaskar