

VOITH PAPER FABRICS INDIA LIMITED
TRANSCRIPT OF THE 53rd ANNUAL GENERAL MEETING

Day : Thursday
Date/Time : 10th August, 2023 / 3:30 p.m. (IST)
Venue : Through video-conferencing

C.S. Gugliani - Good afternoon all. Welcome to the AGM. We are just waiting for the Chairman to join.

Moderator - Okay sir.

R. Krishna Kumar - He just joined.

Benno Edmund Morlock - Good day to everybody. Can you see and hear me?

R. Krishna Kumar - Yes we can hear you and see you as well.

Benno Edmund Morlock - Thank you.

C.S. Gugliani - Good afternoon sir, since the quorum is complete, you can start the meeting.

Benno Edmund Morlock - Shall we start now?

R. Krishna Kumar - Yes please.

Benno Edmund Morlock - Namaste and good afternoon to ladies and gentlemen present to the meeting.

My name is Benno Morlock, Chairman of the Board of Directors, as well as the Chairman of Corporate Social Responsibility Committee, of your Company and I am participating in this meeting from my office in Germany.

I welcome you all to the 53rd Annual General Meeting of your Company. Now it is 3:30 p.m. according to Indian Standard Time and it is time to start the proceedings. I would like to let you know that the proceedings of this meeting are being recorded and during the meeting, the participants would remain on mute.

Before we start the proceedings of the meeting, I wish to introduce my other colleagues on the Board, Key Managerial Persons & Auditors of the Company:

- Mr. R Krishna Kumar (Managing Director)
- Mr. Ravinder Nath (Non-executive & Non Independent Director)
- Mr. S. K. Nagpal (Independent Director)
- Dr. Deepti Gupta (Independent Woman Director)
- Mrs. Pallavi Dinodia Gupta (Independent Woman Director)
- Mr. Kalyan Dasgupta (Chief Financial Officer)
- Mr. C.S. Gugliani (Company Secretary)
- Mr. Ankush Goel, representative of Statutory Auditors; and
- Mr. P.C. Jain, the Secretarial Auditor and Scrutinizer

I now request my colleagues participating in the meeting, to introduce themselves.
Mr. R. Krishna Kumar.

R. Krishna Kumar - Thank you Chairman. Good afternoon everyone. I am R. Krishna Kumar, Managing Director of your Company. Welcome to the 53rd Annual General Meeting of the Company from my side. I hope all of you are safe and well. I'm attending this meeting from our office in Kolkata.

Over to Chairman.

Benno Edmund Morlock - Mr. Ravinder Nath

Benno Edmund Morlock - I think you are on mute Mr. Nath.

C.S. Gugliani - Mr. Nath, I think you are on mute.

Ravinder Nath - Thank you Mr. Chairman and good afternoon everybody. I am Ravinder Nath. I am a Non-Independent Director & Non-executive. I am sitting in my office in New Delhi. I have got all the papers in front of me and there is nobody else in the room.

Benno Edmund Morlock - Mr. S.K. Nagpal

S.K. Nagpal - Thank you Chairman. I am S.K. Nagpal, an Independent Director of your Company and also the Chairman of Audit Committee as well as Nomination & Remuneration Committee of the Board of the Company. I'm attending this meeting from my home in Gurugram. I'm alone in the room.

Over to the Chairman please.

Benno Edmund Morlock - Dr. Deepti Gupta

C.S. Gugliani - I think Dr. Deepti Gupta is having some problem in connection, she is just joining.

Benno Edmund Morlock - Okay, so we'll do that in the end.

Ms. Pallavi Dinodia Gupta

Pallavi Dinodia Gupta - Good afternoon everyone. I am Pallavi Dinodia Gupta, I am an Independent Woman Director on your Company. I am a CA by profession and part of the Audit Committee with Mr. Nagpal. I am attending this meeting from my office in New Delhi and there is no one else in the room with me. Thank you.

C.S. Gugliani - Dr. Deepti Gupta has also joined.

Dr. Deepti Gupta - Hi, good afternoon. I am Dr. Deepti Gupta, and I am attending this meeting from Sonipat. Thank you.

Benno Edmund Morlock - Mr. Kalyan Dasgupta

Kalyan Dasgupta - Good afternoon everyone. I am Kalyan Dasgupta, CFO. I am attending this meeting from Company's registered office.

Over to Chairman.

Benno Edmund Morlock - Thank you. Mr. C.S. Gugliani

C.S. Gugliani - Good afternoon everyone. I am C.S. Gugliani, Company Secretary. I am also attending this meeting from the Company's registered office. Thank you.

Over to Chairman.

Benno Edmund Morlock - Representative of Statutory Auditor, Mr. Ankush Goel.

Ankush Goel - Good afternoon everyone. I am a partner in BSR & Co. Company. I am attending this meeting from my office in Nehru Place, New Delhi. Thank you.

Over to Chairman.

Benno Edmund Morlock - Representative of Secretarial Auditors and Scrutinizer, Mr. P.C. Jain.

P.C. Jain - Good afternoon everyone. I am P.C. Jain, Secretarial Auditor and Scrutinizer for this AGM. I am attending this meeting from my office in Faridabad. Thank you.

Over to Chairman.

Benno Edmund Morlock - We have the requisite quorum present to conduct the proceedings of the meeting and, I call this meeting to order.

Now I request the Company Secretary, Mr. C.S. Gugliani, to provide general instructions to the members regarding participation in this meeting.

C.S. Gugliani- Thank you sir.
Good afternoon to all of you once again.

Please note that in accordance with the guidelines issued by the Ministry of Corporate Affairs, applicable provisions of the Companies Act, 2013 and the SEBI Listing Regulations, the 53rd Annual General Meeting is also being convened through video conferencing. Before we proceed further, I would like to mention certain points for your information and effective participation in this virtual meeting.

In accordance with the provisions of the Companies Act and the SEBI Listing Regulations, the members have been provided with the facility to exercise their right to vote by electronic means both through Remote E-voting facility and E-voting at the Annual General Meeting. The members who have not yet casted their vote through Remote E-voting, on the business items mentioned in the Notice of the AGM, and who are attending this meeting, the facility to cast the E-vote is available during the meeting and would remain available for 15 minutes after the conclusion of this meeting. The Remote E-voting for members began at 9.00 a.m. on Monday, 7th August, 2023 and ended at 5.00 p.m. on Wednesday, 9th August, 2023. Members may please note that there will be no voting by show of hands and the proceedings of this meeting are being recorded for the compliance purpose.

The relevant statutory registers of the company are also available for inspection by members electronically, through the link on the CDSL E-voting portal.

Members are encouraged to join the meeting through their laptops and use headphones for a better experience. Use of internet with a good speed is also recommended to avoid any disturbance during the meeting. Participants connecting through mobile devices or tablets or through laptops connecting via a mobile hotspot may experience audio/video loss due to fluctuation in their respective network. It is therefore recommended to use a stable Wi-Fi or LAN connection to mitigate any kind of aforesaid glitches.

As mentioned in the Notice, the facility of participation at the Annual General Meeting through video conferencing or other audio/visual means has been made available for at least 1000

members on first come first serve basis, except for large shareholders, promoters, institutional investors, directors, key managerial personnel, the chairperson of the audit committee, nomination and remuneration committee, and stakeholders relationship committee as well as the auditors who are allowed to attend the AGM without any restrictions on account of first come first serve basis.

As the AGM is being held through video conferencing, the facility for appointment of proxies was not applicable, and hence the proxy register for inspection is not available. However, a body corporate is entitled to appoint authorized representatives to attend the AGM through video conferencing or other audio-visual means and participate and cast the vote. The registered office of the company situated at 113/114-A, Sector- 24 Faridabad-121005 (Haryana) shall be deemed as the venue for this AGM and proceedings of the AGM shall be deemed to be made here at.

We have received requests from some members for registration as 'speaker shareholders' at the meeting. All such shareholders who are present today shall be allowed to speak sequentially once the Chairman directs the same. We request speakers to limit their speech to about 5 minutes. The queries from shareholders, if any, would be responded towards the end of the meeting.

With this, I now request Mr. Benno Morlock, Chairman, to continue with the proceedings of the meeting. Thank you.

Benno Edmund Morlock - Thank you, Mr. Gugliani.

Before we take up the items as per the Notice, I would like to share with shareholders the performance of our Company during the fiscal year ended March, 2023, and the general outlook for the sector.

Good Afternoon, Ladies & Gentlemen once again,

I feel honoured to welcome you all at your Company's 53rd Annual General Meeting and take this opportunity to thank you for joining us today at the AGM. This year's AGM is also being convened through virtual mode, which enables more shareholders from all parts of country to interact and express their views in the AGM. However, we look forward to resuming the convening of AGM in physical mode sometime in future.

After two years of deep economic slow-down due to Covid-19 pandemic, thankfully business operations have finally begun stabilizing during 2022/2023 across the globe. The recovery process of many of the economies has been impacted by post-pandemic, geo-political conflict between Russia and Ukraine, has led to economic sanctions on multiple countries, sky rocketed commodity prices, supply chain disruptions causing high inflation trajectory and synchronized move by the central banks in increasing the interest rates. However, the Indian economy emerged from the pandemic stronger than expected and has gained momentum since the second quarter of the year under review. Though the uncertainty continues to exist due to the ongoing Russia-Ukraine conflict, which had an adverse impact, primarily in the economies of the USA and Europe.

Yet, it is expected that India would continue to shine better than other economies of the world in coming years, as IMF data shows India is the fastest-growing economy among developed and developing nations, supported by growth-oriented government policies having keen focus on infrastructure spending, coupled with increasing private consumption and investments.

Continued economic reforms would further strengthen the economic fundamentals of the country to maintain steady economic growth trajectory.

The global pulp and paper machinery market grew from \$557.64 billion in 2022 to \$588.24 billion in 2023 at a compound annual growth rate (CAGR) of 5.5% and it is expected to grow to \$695.79 billion in 2027 at a CAGR of 4.3%.

The Indian paper industry has experienced a significant improvement in the operating margins during financial year 2022/23. Industry showed signs of stabilisation in fourth quarter financial year under review, due to factors like China's ban on paper waste and supply disruptions from Russia-Ukraine conflict. Looking ahead, we can expect operating margins to improve further as the industry is anticipated to grow.

Currently, paper industry will have reasonably bright prospect in India during next 5 to 10 years. Demand for paper and paper products would grow and match the country's Gross Domestic Product growth. India has already implemented regulations to ban single-use plastic, which will offer further growth opportunities in flexible packaging solutions. India is now ranked fifth in the paper and board market, with more than 20 million tons of annual paper production.

In Financial Year 2023 your Company has continued to make steady progress and maintained its leadership position in serving its customers. The Company achieved 13.16% growth in its total revenue over previous year. I appreciate the efforts and hard work of employees at all levels for such performance and I am confident that our team will achieve new heights through their dedicated efforts. The Company remains 'First-choice supplier of paper machine clothing' in market as the products and related after-sales services provided by the company meet the expectations across all parameters of its customers.

To consistently maintain and improve the Quality of its products and Services, Company relies on the expertise and research capabilities of Voith Group, which helps the Company to innovate locally and apply the 'tried & tested' initiatives successfully implemented abroad.

The Company also has well designed internal control systems for ensuring good Corporate Governance and it adheres to the Corporate Governance standards set out in this regard by SEBI. Governance is an ongoing exercise, and the Company is committed to always pursue the same. Only by conducting ourselves strictly in accordance with all compliance requirements does Voith gain the trust of its customers, partners and society, thus ensuring the company's success. Compliance for Voith is a key element of doing business sustainably and is the cornerstone of all business relationships.

Our CSR activities are well focussed and carried out in an organised manner. It gives me immense satisfaction to share that your Company is contributing towards the society, not only for the sake of compliance but also as a good corporate citizen, taking it as a responsibility towards the community development and helping underprivileged people by making its CSR contributions in areas like eradication of hunger, creating awareness for hygiene and promoting education, vocational skill development and healthcare, etc.

Before I conclude, I take this opportunity to express my deep gratitude to the dedicated employees of the Company. Without their efforts and commitment, the Company could not have performed so well and sustained itself during these challenging and dynamic business environments.

The future holds many opportunities for Voith, and your Company is well positioned to grab it. We must be consistently profitable to make sure that Company remains resilient and is able to safeguard our liquidity and continue to have funds to invest in our future. Your faith in Company's Management will make us strive hard to achieve more in future.

I extend my gratitude to all the stakeholders for their continued trust, encouragement, and support to the Company.

Thank you!

Benno Edmund Morlock - The Notice convening this AGM and the Audited Financial Statements together with the Board's Report and Auditors' Report thereon, have already been circulated to the members electronically and I take the same as read.

However, I request the Company Secretary, Mr. C. S. Gugliani to provide a summary of the Auditors' Report.

C.S. Gugliani - Thank you Sir.

The Statutory Auditors, B S R & Co. LLP and the Secretarial Auditors, P.C. Jain & Co., have expressed unqualified opinion in their respective audit reports for the financial year 2022/23. There were no qualifications, observations or adverse comments on financial statements and allied matters, which have any material bearing on the functioning of the Company.

The Statutory Auditors Report on the financial statements are available on page numbers 31-39 of the 53rd Annual Report. The Secretarial Auditor Report is available as Annexure IV to the Board's Report on page numbers 14 & 15 of the 53rd Annual Report. Thank you.

Over to Chairman.

Benno Edmund Morlock - Thank you, Mr. Gugliani.

We shall now take up the business items as set forth in the Notice. I am pleased to bring to your notice that, as required under the Companies Act, 2013, the Company has provided you all, the facility to cast your vote electronically, on all resolutions set forth in the Notice.

We will open the floor for questions by members after the business items are taken up and I request the Company Secretary to brief the same to everyone and also to invite the registered members to express their views.

C. S. Gugliani - Thank you, Sir.

Members may please take note of the following business items are to be transacted at this AGM:

Item No. 1 of the Notice - Adoption of Financial Statements.

The Audited Financial Statements of the Company for the financial year ended 31st March, 2023, together with the reports of Board of Directors and Auditors thereon.

Item No. 2 of the Notice - Declaration of Dividend.

The Board has recommended a final dividend @ 70%, i.e., of Rs.7/- per equity share of Rs.10/- each fully paid-up, for the year ended 31st March, 2023.

Item No. 3 of the Notice - To reappoint the Director who retires by rotation.

Mr. Ravinder Nath, who retires by rotation and, being eligible, seeks re-appointment.

Item No. 4 of the Notice - Approval of Material Related Party Transactions

Approval is required for the Material Related Party contracts or arrangements during the year 2023/24.

In accordance with the provisions of Companies Act, 2013 and SEBI Regulations, the Holding Company is ineligible to vote on this item, being a related party.

Item No. 5 of the Notice - Re-appointment of Ms. Pallavi Dinodia Gupta as an Independent Woman Director

Approval for re-appointment as an Independent Woman Director of the company for a term of five years effective from 29th May 2023.

The text of the resolutions for respective item is available at the E-voting platform of CDSL.

Now, we would invite the 'speaker shareholders' to ask questions or present their views at the meeting. Members are requested to keep their questions brief and specific. The moderator will facilitate their participation. To avoid repetition, answers to all the questions will be provided at the end.

Now I would call upon the name of persons who have pre-registered themselves as 'Speakers' for speaking at this AGM and would request the moderator to unmute them one-by-one.

Moderator - Thank you sir. Now, I would like to invite our first speaker shareholder Mr. Praveen Kumar.

C. S. Gugliani - Please.

Moderator - Praveen sir, you can unmute yourself and you can continue to speak.

C. S. Gugliani - Mr. Praveen Kumar.

Are you online Mr. Praveen Kumar?

Moderator - Praveen sir, can you hear me?

C. S. Gugliani - I think he is online. Mr. Praveen can you unmute yourself and speak?

Praveen Kumar - Am I audible sir?

C. S. Gugliani - Yes please.

Praveen Kumar - Very very good afternoon to my respected Chairperson, well decorated esteemed Board of Directors, and my co-fellow shareholders who have joined this meeting. Myself Praveen Kumar joining this meeting from New Delhi. I have few observations which I love to share with the entire house.

First of all, I am very thankful for our respective chairperson for his very in-depth address to the shareholder. Sir, I think you are part of our Company since more than a decade, and when we used to meet physically, it was always a healthy discussion with the management and I truly salute the management approach for investor friendly approach, all the way sir so many years.

So, I supported the resolution which you set up for the Notice today and I am very thankful to be part of such an interesting company. It's a legacy, to be very honest with you. I love to thank our respected CFO and respected CS, Mr. Gugliani and Mr. Maheshwari for maintaining highest standards of corporate governance. I just compliment you.

I have great faith in your leadership. I know that you have every ability to take our company to the newer height in the future and I am very thankful for our Scrutinizer also Mr P.C. Jain. I think he is the most respected Scrutinizer in Delhi. So, I am very thankful for the entire professional team and I am very thankful with this great opportunity to share the my positive attitude and positive review about the Company.

I wish you all the very best for the future sir. God bless you. Shower positively on you respected Chairperson, so that you will take our company to the newer height in the future. Thank you. So, thank you very much for this opportunity.

Moderator - Thank you, Praveen sir.

C. S. Gugliani - Next is Mr. Ankur Chanda.

Moderator – Just a second. Ankur sir, you can start your speech.

Ankur Chanda - Am I audible?

Moderator - Yes sir you are audible.

Ankur Chanda - Good afternoon to everyone. *Sir mein yeh kehna chah raha hoon ki hum agar Company se connect karna chahen to kaise karenge, kyunki hum apko mail karte hain toh aap mail ka reply nahi dete. Theek hai, maine apna speaker registration kiya, lekin apki taraf se koi response nahi aaya ki mein speaker hoon bhi ya nahi hoon. Sir, vaise aapse phone pe connect karna chahein kisi tarah se toh woh bhi nahi hota. Toh sir aap yeh iss barey mein kuch batayenge, ki kyun Company hamare se connect mein nahi rehna chahti. Bus, isi barey mein bata dejiye, yahi bohot hai sir hamare liye toh.*

Moderator - Thank you sir.

C. S. Gugliani - Mr. Himanshu Upadhyay

Moderator - Himanshu sir you can unmute yourself and continue.

Himanshu Upadhyay - Am I audible sir?

Moderator - Yes sir, you are audible.

Himanshu Upadhyay - Thank you for the opportunity. I will directly come to the questions.

- 1 On page 86 there is capital commitment of Rs 22 crores and CWIP of Rs 11 crores, can you tell for what is it for, expansion of product basket or for volume, and by when this capex will get over?
- 2 We do sales of traded goods of nearly Rs 20 crores from imports; is there an opportunity to do more in-house manufacturing? What is the nature of these products we import and sell?

- 3 Can you tell what are the top three priorities for the management in FY24 & FY25?
- 4 What are the total number of SKU's we are manufacturing currently and how has that number moved in last five years?
- 5 Last year the orders received increased at a good pace on the high base of FY22. Can you give an idea what drove this growth. Was it volume, value or product mix change?
- 6 What is the capacity utilization of our plant?
- 7 In last five years how many new customers would we have added?
- 8 To grow, what are the levers for us (more client addition, increasing the bouquet of products or more value per customer) and how are we focusing on these levers?
- 9 My last question is, when we get a contract what is the duration on an average we have to complete it?

Thank you so much sir for the opportunity.

Moderator - Thank you Himanshu sir.

C. S. Gugliani - Mr. Vaibhav Badjatya

Moderator – Vaibhav sir, you can unmute yourself and you can speak now.

Vaibhav Badjatya - Thanks for providing me the opportunity. Sir, I hope I am audible.

Moderator - Yes sir, you are audible.

Vaibhav Badjatya - Thank you. So, I have already submitted my list of questions. I just wanted to get the confirmation that you have them in front of you or I repeat them.

C. S. Gugliani - We have the questions.

Vaibhav Badjatya - Okay. So, in the interest of time, I will not repeat those questions so you can respond to those questions point by point, I am completely fine responded at the end. Sincere request is please respond back, point by point otherwise you know, it's hard to understand the answers. That's it from my side. Thank you.

Moderator - Thank you Vaibhav sir.

C. S. Gugliani - Mr. Sandeep Jain.

Moderator - Sandeep sir you can unmute yourself and you can speak now.

C. S. Gugliani - Sandeep ji please.

Sandeep Jain - Am I audible?

C. S. Gugliani - Yes.

Sandeep Jain - Thanks for giving this opportunity to speak and interact with the Chairman sir and the board. I would like to first congratulate you and the Board and the team at Voith for quite remarkable operational results. Sir, I along with my family members are shareholders of your company for maybe, last ten plus years. I generally don't have much of questions on the annual report. On these accounts I have some observations, I would like to share with you.

I will request you for a better and more detailed disclosure so far as capex is concerned, as the earlier participant is also asked. We would like details to be incorporated like, details of how much money is needed in next one, two and three years? How much capacity it will increase in percentage terms by the post expansion and how much quality wise and margin wise it will be better? I would like you to give a more detailed one, rather than a three line exactly identical paragraph on page number six of the Board Report, as was there in the last annual report, exactly identical, nothing, no change. I think we need a better disclosure sir.

Now, as a shareholder I have always resisted myself to raise such an issue in a public forum like AGM. However, I am compelled this time to raise this, as I am left with no other option than to raise this issue, which is not going with a good taste sir. We minority had a very bad time by paying more in every buy and sell transaction in the shares of Voith as it was traded in 'trade to trade' segment for a very long time, because the promoter had failed to demat the shares and regulation was such that if the promoters had a single share in the physical form, the shares will be traded in 'trade to trade' segment. The minority was penalized and due to the fault of promoters not getting dematted. I wrote several mails and letters to the Board and Independent Director also, with no results. Ultimately the promoter dematted the shares when SEBI asked that the physical shares of promoters will be under freeze if the same is in physical form continue.

Second point, my observation is Voith has always had a very low pay-out ratio. When I raised this issue during 2011, 12, 13, the board took a blanket approval from the shareholders to hold case for three years for future opportunities and expansions without giving any specific one. Our company never did any expansion till 2017 sir, post that one. Our company went for expansion sometime in 2018 for a 30% capacity enhancement with a very miniscule surplus fund compared to the surplus fund we have.

In the similar lines and another instance now, your Board on 7th of August, just three days back, has adopted a resolution to advance a loan of Rs.750 million towards working capital to a group company for six years. For working capital, for six years, to a group company. This is also not going as a good precedent for minorities sir. If at all your group company needs fund, you could have made a special payment of one time dividend. This fund will reach 75% to the promoter and they can advance to the group company and whatever they feel like, they can do it.

There are many other things which the Board should do for setting better Corporate Governance standard and set the benchmark for others to follow sir, like NSE listing, which will not only make better price discovery of shares for minority as well as promoters, but will also be better recognized amongst companies, suppliers, distributors, customers, as NSE has far better reach and visibility also. Though we are not mandatorily required, however the Board should formulate a dividend policy. There is no dividend policy as of now; I would request the board to make a dividend policy.

In conclusion, I will request the Board including the Independent Directors to look into the matter very seriously. The independent directors have huge responsibility over their shoulders. I will request them to please take a step so that the trust of minorities shareholders is not lost. Please drop the resolution of advancing working capital loan to a group company for six years, which

shows that there is no need for our company to keep surplus funds for next six years, hence the same should have better utilisation maybe by paying dividend etc., which will improve our ROCE, dividend yield, pay-out ratio and everything.

Lastly, I would like to quote Warren Buffet, a very celebrity investor. I think he said, "I think you judge a management by two yardsticks. How well they run the business, read about what they have, and the competitors have accomplished and how they have allocated capital over time? Number two, figure out how well they treat the minority?" This is what I want to say sir. Thanks for patient hearing and all the best for your future endeavours.

Moderator - Thank you Sandeep sir.

C. S. Gugliani - Mr. Nand Kishore Sharma

Moderator - Nand Kishore sir you can unmute yourself and you can continue your speech.

Nand Kishore Sharma - Thank you. Am I audible?

Moderator – Yes sir, you are audible you can continue.

Nand Kishore Sharma - So, I have also sent in my list of questions. Can you just confirm if you received those?

C. S. Gugliani - Yes, we have received please.

Nand Kishore Sharma - Alright, so, I request you to answer those questions. In addition to that, you know, I have one request, the previous speaker on the dividend, I had the same thought, giving parents loan at the expense of not sharing capital allocation with the shareholders is not a wise capital allocation policy and I would want the board to relook at it because this is something which will not be available to shareholders and it doesn't seem to be a fair decision. Thank you and I will wait for your answers.

Moderator - Thank you Nand Kishore sir.

C. S. Gugliani - Next is Meenal Varun Bang.

Moderator - You can continue your speech, please unmute yourself.

Varun Bang - Am I audible?

Moderator - Yes Sir you are audible.

Varun Bang - Thank you for providing me the opportunity. I do have submitted my list of questions. I hope you have received them.

C. S. Gugliani - Yes we have.

Varun Bang - I just have one thing to add, for last many years we have been stating that the cash will be used in financing the future capital expenditure of the company. However, it appears that nearly 75 crores, which is quite a significant chunk, will be given to the group company for working capital financing. How does this justify for a company generating 25% ROE giving money to the group company at much lower interest rate? How do you justify this? I request Mr.

Benno to respond to this. This is the incremental question and the rest of the questions have been submitted. I request you to answer my questions one by one.

Moderator - Thank you sir.

C. S. Gugliani - Next is Mr. Avinash Agarwal.

Moderator - Avinash Agarwal sir has not joined with us. We have to move forward with our next speaker.

C. S. Gugliani - Mahesh Chandra Agarwal.

Moderator - Mahesh sir, please unmute yourself, you can continue your speech sir.

C. S. Gugliani - Mr. Agarwal please.

Moderator - Mahesh Sir, is this audible to you? I think he might have some audio issue, so we can move forward with our next speaker shareholder.

C. S. Gugliani - Okay. Mr. Chetan Chadha.

Moderator - Chetan Sir, you can unmute yourself and you can continue your speech.

Chetan Chadha - Hello Sir, can you hear me?

Moderator - Sir you are audible.

Chetan Chadha - Thank you, sir. Thank you to give me the chance to speak with you. I am really thankful to the secretarial department and the moderator who has given me the chance to speak with you. First of all sir, *mere hisaab se, abhi Covid ka scenario ab khatam ho chuka hai, lekin abhi bhi hum iss AGM ko VC pe rakhne ki koshish kar rahe hain. I don't understand that why? Ab hamein shayad hybrid model ko apna lena chahiye. Aaj ki date mein, companies sabhi badi aur choti choti kayi companies hain jinhone hybrid model ko apna liya hai jisme physical interaction aur VC ke madhyam, dono ko jod ke hum AGM ko kar sakte hain. I don't understand that why we have not accepting that.*

First of all, this year we have achieved revenue of sixteen hundred and forty three millions. Sir, last year ke mukabale mein, 200 million zyada humne achieve kiya hai, uske bavjood bhi jahan tak hum dividend hai 72 rupees ki earning ke upar siraf 7 rupay shareholders ko de rahe hai. Kaisi thinking hai hamari management ki, I don't understand that ki hum 72 rupee ka 10% hamara dividend pay-out role kya hai. Choti sey choti company bhi 20% apne shareholder ko de deti hai or aap 10% bhi nahi de pa rahen hain. Only, siraf or siraf 8% ka dividend pay-out hai apka sir. Mere se pahle do speaker shareholders bhi bol chuke hain. Woh itne hurtful hain, mere ko lagta hai investor toh, ki aap logon ne jo hamare board ke andar members ko join kara rakha hai na unke andar feelings he nahi hai. Jo yeh Ravinder Nath ji hain, Pallavi Dinodia ji hain, mereko lagta hi nahi hai ki woh capable hain hamari company ke hisab se. Woh shareholder hi nahi hain. Unke pass shares hi nahi hain hamari company ke. Jab unke pass hamari company ke share hi nahi hain toh woh shareholder ki tarah feel kaise kar payenge woh log.

Aur apne un logon ko vaise bhi hamari company ke andar jo responsibility di hui hai, jo another company mein director hai Somany mein jo CSR activity ke andar hai. yaa Jagson Pal Pharma mein hai, Indiamart Intermesh mein hain, usme woh speaker ko mauka bhi nahi dete hain, to

mujhe samajh nahi aati, woh uski committee mein member bani hui hain, uska woh kya dhyaan karti hain, wahan par bhi dhyaan nahi karti hain toh hamari company mein yahan pe kya dhyan karti hain.

Jahan tak hamari company mein CSR Committee ke Chairman jo bana rakhe hai aapne, Benno Edmund Morlock jinko apne CSR committee ka Chairman bana rakha hai unhone chaar hamari Board Meeting mein se ek bhi Board Meeting ko attend nahi kiya hai. Mein samajh nhi pata ki jo member hamari company mein director hai, unke pass time hi nahi hai hamari company ko dene ke liye, toh hum unko kis tareeke se apne sath leke chal paa rahe hain, woh shareholder ki feelings kaise samajhenge. Unhein yeh hi nahi pata ki CSR ka amount kharch kaise karna hai. Aap dikha rahe hai ki CSR ke amount ke andar ek rupaya bhi kharch jo hai, yahan pe page number eight ke upar, kuchh bacha bhi nahi hua hamare paas. Sara ka sara amount humne 'The Earth Saviour Foundation' ke upar kharch kar diya, lekin kahan kharch kiya hai iski koi detail aapne nahi di hai. 'Dil Se Mehek', sir ye hota kya hai 'Dil Se Mehek', abhi yeh shareholder kya samajhega isko, ki humne 33 Million paisa isme kharch kiya hai, vo kis tareeke se kharch kiya hai, thoda ye bata dijiye.

Jo World Vision India hai, isme 1.47 Million kharch kiya hai lekin World Vision India jo hai, uska vision kya hai, hamein toh shareholder ko yeh bhi nahi pata. Isme koi detail hi nahi di hui. World Vision India hai kya, aapne kabhi shareholder ko interact karke bataya hi nahi. Iski koi detail bhi nahi di hui Annual Report ke andar. Kam se kam iski detailing toh bharke de dijiye.

Shareholder jab apko communicate karke contact karna chahata hai, toh aapke paas jo number diya hua hai 0129-4292200, yeh milta nahi hai. Aapka CS department meri nazar me nikhad hai jo kabhi annual report aapne bheji hai uski kabhi confirmation nahi leta ki bhai aapko annual report ki hard copy mil gayi hai, nahi mili hai. AGM kal hamari hai, aap speaker ke liye eligible ho gaye ho. Kam se kam ek secretarial department toh aisa appoint kariye unko aisa member dijiye ki kam se kam shareholder se interact hoke yeh toh dhyan kar sake ki shareholder ki grievance kya kya hai.

Shareholder ko Annual Report timely nahi mil rahi, shareholder ko link nahi mila AGM mein join karne ke liye. Woh as a speaker join ho gaya hai ya nahi hogaya hai kisi bhi tareeke ki koi bhi, uska speaker number kya hai, yaha tak ki. Pata nahi aayega, nahi aayega yeh bhi pata nahi hai, toh isliye mein bata rahu ki aapko kam se kam hybrid model ki AGM sochni hogi, ki jo shareholder VC pe nahi judna chahte woh physically mil ke aapse interact hona chahta hai aur chahta hai ki aapse jo query hai woh sari ki sari justify kare aur clarify kare.

Aapke paas samey nahi hai baat karne ka, hum samajh sakte hai aap log bohot busy aur vyast hain, lekin kaam kya kar rahe hain ye hum samajh nahi pate. 200 Million extra kamane ke baad bhi aap shareholder ko das paise badha ke nahi de pate hai, kamal kar rahe hai sir. Shareholder ki feeling kaise sochenge aap. Shareholder ki feelings ko tab samjha ja sakega jab aap shareholder ke jagah pe khade hoke sochenge or shareholder ke sath dekhenge ki kis tareeke se aap log kaam kar pa rahe hai. Shareholder aapki company se jo jo cheezein face kar raha hai, jo cheezein, isme problems hai Annual Report ke andar kai cheezein aapne hidden rakhi hui hai, uski clarification hi nahi hai. Jahan share last year hamara March me 975 rupee ka tha abhi ek dum se upar boom kaise ho jata hai, toh yeh jo ek dum se volume kaise aa jata hai, kaunsa buyer hai ek dum sey. Share me volume hi nahi hai hamare, share ke andar volume hi nahi hai, kya ek dum se move aajata hai. Jab share ke andar volume hoga tab toh hum dekhenge. Yahan tak ki market ki, yaha tak hum dekhte hai ki, ek se lekar paanch sau share vale siraf or siraf sade saat percent share vale hi equity shareholders hai, major stakeholder toh sare ke sare, ek laakh se upar vale hai, jinhone koi selling or buying ki nahi hai, na koi changes hai unki equity ke andar. Small investor ne toh itni koi itni volatile volume naa hi buy ki yaa sell ki, toh share ke

andar itna bada volume kaise aa sakta hai, na itna bada presentation hike aa sakta hai. We don't understand that sir. Baki aap dekhiye ki kis tareeke se share department chalta hai aur aapko nahi samajh to shareholder ki grievances shareholder se samajhiye ki jo shareholder ki grievances hai woh kis tarah se solve hongi. Apki every year ki yeh problems hai jo solve nahi ho pa rahi hai. Mein samajh nahi pa raha ki share department me aapne kis tarah ke log bharti kare hai. Thank you sir. Thank you so much for giving me this chance.

Moderator - Thank you Chetan sir.

CS. Gugliani - Mr. R P Tulsian.

Moderator - Tulsian sir, please unmute yourself you can continue your speech sir.

R P Tulsian – Hello.

Moderator - Yes Sir, you are audible.

R P Tulsian - *Namaste, good afternoon. Aapko pahle to badhai, apne 7 rupee per share ka dividend diya hai. Nishchit roop se aap badhai ke patra hain or aapne turnover bhi 2019 se 2023 ke andar 1100 se badha kar, 1643 kar diya hai. Aur aapne profit before tax bhi 428 Million kiya hai jo 2020 ke mukabale mein kareeb kareeb 100 Million zyada hai. Aap log badhai ke patra hai. Earnings per share bohot hi achhi hai 72.34 rupees per share, excellent earning per share hai. Is competitive market me bhi, aur jab aap log abhi Covid ke mahaul se nikal kar aapne achhi performance di hai.*

Ab mera thoda sa aapko do-teen suggestion hai. Woh yeh hai ki company bohot acha perform kar rahi hai isme koi do raai nahi hai, debt free company hai, liquidity hai, asset bohot hai, liquid assets bohot hai. Kya yeh samay nahi aagya ki hum is samay kuch aisa soche, ki parents ka bhi dhyaan rakhein or shareholder ka bhi dhyaan rakhein. Dono kaam kare Chairman sir aur Directors bhi. Uska tareeka yeh hai ki aap apni koi dividend policy banaye, agar hai to usme kuch change kare. How you can share more money with the shareholders and the management without affecting the interest of the company. Company ko nuksan kiye bina aap kaise shareholders ko aur management shareholders ko, dono ko benefit de sake. Yeh kaam Board ka hai, yeh mera sujhaav hai apko. Kaise aap kar sakte hai, bonus denge, dividend zyada badhayenge, right issue denge, jo bhi aap tareeka theek samjhen. Yeh mein Board ki wisdom pe chhorta hoon aur umeed karta hoon ki aap jane se pahle apna koi comment jarur deke jayege shareholders ko aur mein pesonally chahunga ki do minute aap meri bat ka jawab de payenge, bohot better rahega.

Aur teesri baat yeh hai ki company ne bohot tarakki ki hai. Maine toh three digit pe share me invest kiya tha aur ab yeh four digit ho chuka hai. Aur jis tareeke se aap chal rahe hain, aap kahin rukne ka naam nahi lene vale, aisa lagta hai. Bilkul aap shaant rah ke kaam karte hai aur hamein toh benefit ho raha hai. Mein chahta hoon yeh benefit aur badh sakta hai, zameen aapke pass hai, achha campus hai, achhi factory hai, achha aapka mein samajhta hoon ki jo HR hai, jo Company Secretarial product hai. Aapki Annual Report mere samne hai. Itni sundar Annual Report hai ki mujhe aapse baat karne mein kahin dikkat nahi ho rahi. Agar aapne achhi usme diagram na diye hote, achhi information nahin di hoti toh hamarey jaise log toh aapse baat hi nahi kar patey. Toh, yeh acha hai ki aapne yeh koshish ki Corporate Governance better karne ki, ki ek mere jaise ordinary shareholder ko report padhne mein aasaani ho.

Being a senior citizen muje akshar bade chahiye hote hai aur yeh bada achha aapka, maine dekha bade achhe kaagaz par, bahut achhe type size ke andar aapne report banayi hai. Mein

chahoonga ki yeh continue kare, kabhi kanjoosi na karen report ko chota chapne mein. Aage ke liye warning de raha hoon, ki abhi to achha hai agli bar kahin kam paise de kar page kam chhaap dein. Aisa nahi kijiye please. Aur mein yeh kahunga ki aap video conference bilkul continue kijiye warna hum to kabhi aapke pass pahunch hi nahi pate agar yeh physical mein hoti. Toh mein kahunga aap karen toh hybrid kar sakte hai. I have nothing against physical meeting of AGM.

Doosra, aap zara yeh meeting mein ispar vichar zaroor kijiye. Mein Independent Directors ko bhi khaas taur se kahoonga ki aapki bhi duty hoti hai ki aap Board ko guide karen, ki, how they can use effective resources effectively for the benefit of the non-management shareholder. Yaad rakhiye jo sabse chota shareholder hai, jisne sabse kam paise lgaye hai woh hi aapke liye vinti karta hai, prarthana karta hai ki aap tarakki karen. Toh jo line mein sabse aakhir mein hai, uska dhyan zyada rakhen. Jitna aap zyada dhyan rakhenge, aapki company ko, aapke Board ko, aapke employees ko, sabko faida hoga. Aur yaad rakhiye, agar yeh yahan sab ko faida hoga toh parents ko, parent investors ko faeda usse zyada hoga kyunki small shareholder ki capital bohot choti hoti hai. Mein umeed karta hoon ki aapne jo bhi Corporate Governance itni sundar dikhai hai, ki hai, kya mein umeed karoon Chairman sir ki aap yeh continue karenge, kya mein umeed karoon ki aap dividend ko aage badhayege, maine toh aap ko kaha ki aap dividend policy banaye kyunki achi companyan 20% se zyada bhi dividend declare kar deti hai.

Ek Nippon India woh toh 80% de deti hai. Mujhe nahi pata how do they do, dena nahi chahiye 80%. Kuch paisa rakhna chahiye, save karna chahiye. Mein apni taraf se galat suggest kar raha hoon. Aapko toh mein 80 bhi nahi kah raha, aap aaram se sochiye, lekin 10% kuch company ke sath mil nahi raha. Aapko jokingly ek baat bata doon, hamare koi dost milte hai na aur koi time pe aajata hai aur kaam theek karta hai, toh us se mazk mein kaha jata hai 'arey kya voith hogya hai tu'.

Voith means a symbol of Trust and Quality and Reliability. Toh log trust aur quality ka naam use karne ki bajaaye kya bolte hai, arrey Voith Paper ho gaya hai kya. Itna acha kaam karke laya hai. It means hamare Voith Paper ka, company ka jo naam hai brand hai, woh trust aur quality ko represent karta hai. I hope you will agree with me. Kyunki mein toh aapka Annual Report dekh ke bata sakta hoon. Itni sundar Annual Report dekhne ko nahi milti aaj kal. Badhiya presentation ke sath. Toh mein kahunga jo jaise aapne Annual Report achhi sundar banai hai, presentable hai, padhne layak hai, kripaya around the year bhi kaam aisa hi ho.

Mein umeed karta hoon ki aap ek bar mauka or denge shareholders ko, ki bhayi ek cheque or bhej rahe hai dividend ka. Kab bhejenge, kya karenge, aapke upar chhorta hoon, kitna paisa denge aapke upar chhorta hoon, kyunki hame umeed hai aap hamari umeedo pe khare utarenge, jaise ab tak utarte rahe hai. Yeh Hari katha ananta hai. Tareef mein kitna bhi bolte rahiye. Mein Board ko advise karunga ki aap jab iss meeting ke baad Board meeting mein baithen, toh yeh decide karen ki mujhe zameen ka upyog kaise karna hai, India ke shareholders ko kaise help karni hai, unko bonus ke roop mein, extra dividend ke roop mein, yaa right issue ke roop mein, jo bhi roop aap theek samajhen uspe apply zaroor karen. Aur mein umeed karta hoon ki aapki koi communication mujhe receive hogi. In shabdon ke saath punah aapka dhanyavad, samay dene ke liye. Aur mein umeed karta hoon do minute aap, Chairman sir kuchh bolna zaroor chahenge aap. Thank you.

Moderator - Thank you Tulsian sir.

C. S. Gugliani - Last is Mr. Maanvardhan Baid.

Moderator - Maanvardhan Baid sir has not joined with us.

C. S. Gugliani - He has not joined,

Moderator - Yes sir.

C. S. Gugliani - I think that's all from shareholders.

Moderator - Yes sir.

C. S. Gugliani - That's all from shareholders side sir.

Moderator - Yes sir. If you want to answer those questions, you can start.

R. Krishna Kumar - Mr. Chairman with your permission, may I try to answer some of the questions?

Benno Edmund Morlock - Please go ahead.

R. Krishna Kumar - Thank you.

First is Mr. Himanshu Upadhyay, before that there was a speaker who was talking about how to reach out to our secretarial team. Given contacts are all valid and you can reach out to them and if you are not specifically asking about any business sensitive information on an individual basis, I am sure my team will be responding to those mails. If not, in the next AGM when we meet, you can refer it to me, thank you.

Mr. Himanshu Upadhyay, since he read the questions, so I don't need to repeat it. He was asking about what is the capital commitment of 22 crores and CWIP of 11 crores; is it for expansion or volume, etc.? Not only for expansion, it is also for sustainability. So, for example in that, there is also a portion where we are setting up power generation using compressed natural gas, so we will move away from diesel generator. So that is also part of that. I don't want to go into the detail breakup, because it is business sensitive.

Then we do sales of traded goods of nearly twenty crores from imports. Is there an opportunity to do more in house manufacturing? No. Wherever there is a critical mass required for the local market, we have already proceeded with our expansion. Once that is realized we will address that and this residual import is the product, which we are not manufacturing, or there is no critical mass required here for a production facility. So that is the answer to that.

Can you tell what are the top three priorities for the management?

To continue business growth in a profitable manner is our topmost priority and whatever is required in that direction will be attended to. That is our priority and in a sustainable and profitable manner.

SKUs, we cannot comment for example, one of the topmost product is press felts. And that is individual single piece designed to a position so, that many SKUs are there.

Last year, the orders received increase at a good pace. Can you give an idea of what drove this growth volume, value or product-mix change?

My response is all three. All these three segments we had an improvement and they contributed to the growth.

Capacity utilization, this is business sensitive, we will not like to respond.

New customers, we have the largest market share in the country, so we are also adding new customers who started business in paper industry. And during the covid time, pandemic, post pandemic period many customers have stopped their operations also. So, we have actually net increase, but there are reductions as well as additions.

What are the levers for growth - more client addition, increasing the bouquet of products or more value per customer? You have already answered your question. All three are relevant wherever it is feasible in a profitable manner, we are addressing that.

When we get a contract, what is the duration on an average we have to complete it? It depends on the contract. We have single piece orders as well as long term orders. If it is long term, it takes two years because there is single piece supply across the period. Whereas, if it is a single piece, there could be depending on the product, the lead time would be three months to six months. These were the questions from Mr. Himanshu Upadhyay.

Then Mr. Vaibhav Badjatya. He asked about company is exporting to many countries by leveraging Voith sales and service capabilities. Can you please let us know who the alternative competition manufacturing locations of Voith are? Just to answer that, we are not competing with other Voith locations. We are only collaborating. So those Voith locations have their specific business territory defined. They are addressing that, wherever they want our products, they ask us and we deliver it through them. The benefit for your company is that we don't need to establish separate chain to address those market and customer demands. We can already utilize the established chain of Voith. So, it is a win-win.

What are our core products in which we have very high market share? The core product I mentioned 'Press Felt' we have high market share. 'Dryer Fabrics' we have high market share. We have introduced a new product, 'Forming Fabric', there also we have a sustainable growth in market share across a couple of years and it is quite positive. We are quite confident on achieving high market share in that segment also.

Can you please let us know which kind of products are currently being traded and does not manufacture by the company in India? I already answered in the previous shareholder's question. Whatever we are not making, we are bringing in from other regions and selling it in the country. And if it is 10 pieces, there is no point setting up a new manufacturing chain for that.

Provided same paper machine speed, same raw material and same other elements of the paper making process, would PMC consumption differ for different types of paper? Yes, the moment there is a differentiation, there is some change, the life can vary. So, you have already introduced 'writing and printing paper', 'craft', 'duplex', these are different elements. So, consumption of our product will be dependent on what end product is manufactured. I hope that is answering your question.

In which segment of paper industry, we have high market share? We have across the Indian paper industry, all segments, we have high market share in the relevant products what I have already mentioned and wherever there is a growth in the Indian paper production, we are also increasing our supplies.

Company entered Forming Fabric manufacturing relatively late than present dryer fabric. Can you please help us understand why we started it relatively late? Yes, true. The company's in the fifty-fifth year of existence. We only started to manufacture 'Forming Fabric' late because we

started as a 'Press Felt' manufacturing facility and later on added 'Dryer' and, when the Indian paper industry matured enough to take latest designs of our 'Forming Fabric' portfolio, we introduced it in the market. That is the only reason I can explain.

What is the potential to reduce trading by starting, the same question. We told that if there is a critical mass of demand developing in the country we will think about introducing a new line. Till that time, we need to trade.

Out of Forming, Press and Dryer Fabric, which is the highest revenue product in exports for us? Currently, we are exporting some products, for example, the pulp making products to all regions across the world. So that is profitable.

In which region within India, we have high market share and in which have room for improvement? Indian paper industry is distributed across India in all regions. So, in every region, we have high market share, but if it is relative, if you're asking; Eastern India has less paper making production installed capacity. So, correspondingly we have low market share there.

Do company have any plans to enter into any other consumable products used by paper companies, like roll covers? Roll covers is in our group company's portfolio. Currently, we do not have. If there is any plan, we will update you in future.

How many service technicians we had in financial year 18 and how many at the end of financial year 23. Will refrain from commenting on this query. This is business sensitive.

What are the plans, if any, to extend same product offering to non-paper industries? We are already addressing non-paper industry like construction industry. So, if our products are relevant for other industries, we will not hesitate in selling those.

How big is the import and an unorganized segment in PMC market in India? Has the share of these two segments reduced. It seems you are asking about other competition. We do not comment on competition, but imported suppliers are not having very high market shares in India.

Then Mr. Sandeep Jain and also Mr. Upadhyay had commented on the dividend policy. We take note of that. But some of the shareholders appreciated that we have increased the dividend pay-out compared to past years. So, in our Board Meetings, we will further discuss on how to improve it further.

Mr. Sandeep Jain, thank you for your comments and as well as queries. Better disclosure on capex. Yes. Take the point, but you know that we would not like to give out business sensitive information, because not only the shareholders, the annual report is accessible to all, so we do not want to discuss further than what we have stated already.

Minority shareholder interest is paramount. We keep minority shareholder interest in all our discussions, then only we recommend anything. Of course, you have a valid point that why to give loan to a group company. It is only a board recommendation to take the process further, through the recommended due process - it will be followed, because currently we get a certain interest by keeping this money in the bank, but if we extend the loan to a group company the interest will be higher than that, that is why the Board recommended it. But doesn't mean that we do not need this money, because if we extend the loan there is a repayment, as well as a counter guarantee by group company. So, we are rest assured that, when we need the money it will be coming back to the company. That is the only reason that we recommended this.

NSE Listing, currently not in our discussion, but good point. Dividend policy also, a couple of shareholders commented on dividend policy, yes we can discuss about it in the future.

As I mentioned minority interest is kept paramount, we will take care of each and every shareholder within our means.

Mr. Nand Kishore Sharma asked revenue breakup in paper segments, we will refrain from commenting on that.

Could you please elaborate on the expected capacity, increase in paper industry? It depends on our customers business plan, so we cannot comment, but the short term discussions we are having with our customers - all of them are bullish on the market. So, I cannot comment more than that.

While we have been optimistic on the domestic industry, the growth rates in domestic industry has decelerated from 23% revenue growth in FY 22 to 7.3. What is a reason for the deceleration? There is no deceleration as such, because it is not percentage growth, year on year, remaining the same or higher. The industry per-se is growing, so that is what we are telling them, maybe the rate could be different, depending on the global market situation, because India is net importer. So, depending on the global situation of the paper demand in the domestic industry can be different, so accordingly we also, will have growth.

Our export segment continues to do well. What is the key reason for continued a strong growth and outlook for next 3-5 years. We are quite positive because we are accessing the established sales network of Voith Paper Group. So, that is why we can easily access the other customers across the world wherever there is a demand of our products.

The next question is on current order book. No comments. What has been the increase in our capacity and what is the current capacity utilization. We have pretty high capacity utilization because to address the bottleneck we have invested, and this is getting utilized.

What is our expected capacity in FY 24-25? Business sensitive, refrain from commenting.

Varun Bang and Meenal Bang had questions what are our advantages in Export business? What is the long term potential? Long term potential, we are quite confident it will grow, because we are using the established network of Voith, that is the main advantage. So, the customer reach is there already, you don't need to have customer acquisition costs per-se.

With the support from group companies, which new markets are we looking and tapping in exports? Yes, we are accessing all the markets where there is a demand of our products across the globe. Mainly, it is North America, EMEA means Europe, Middle East and Africa, Southeast Asia, etc.

In exports, since we get support from group companies in managing distribution, how long does it take to make an entry, get customer approval and become a preferred supplier from their own. Customer entry, I won't tell, it is easy. Because in a developed world, the image about Indian manufactured goods is not yet at par. So there, using our customer relationship, we need to convince and depending on the country, it could be moderate, easy to difficult, but once established with our product is established and customer has no reservation of sourcing it from India. Generally speaking, six months to two years a product can establish in a position.

Last year we had said that the export business is likely to sustain the growth momentum. What is the reason for decline in sales exports especially in JM Voith SE. JM Voith SE is our group company that means in the European market there is no decline, the growth momentum, maybe you are mentioning the rate. Once we are from 0 to 10% in one year and 10 to 15% in second year, you think that it is slow-down. No, it is not slow-down. This is also growth. So, we are not meaning that every year at the same percentage or more we will grow, but there will be growth. Absolute growth is there.

We have mentioned enhancing life cycle of fabric, how much life gets extended, and does it significantly impact? It depends on position to position. I would not comment, because our product is not performing as a standalone product. Many other influencing factors are there; whether it is the raw material, or the chemical what is being used, etc.

Then he's asking about specific consumption patterns of customer, etc. that I would not like to comment. He talked about the need to reserve cash for ordering new and efficient machines for our future expansion. However, it seems, it still wouldn't be a very high investment as compared to the cash that we are reserving. Can you please give me more clarity? Also, it is not appropriate to have a time frame in mind for utilization of cash.

You are right. For example, we have introduced a Forming Fabric line. I even mentioned in the last AGM. What we have invested because of our group company support, we could get efficient machines within other region and so we could set it up with at a very low cost. If we were going for a Greenfield of the same one, the entire cash the company has in the reserve, is not sufficient to set one line. That is why we are very critically reviewing our cash position is very important. So, distributing it to the shareholders is in a complete fashion, it's not feasible from that perspective.

We said we generate value at customers and by improving the lifecycle. Where do you think our competitors stand on the innovation code? I would not like to comment on the competition and healthy competition is good. We also like it.

Then Chetan Chadha talked about CSR details. Yes, if shareholders are interested to know where exactly the beneficiaries benefitted. It is for destitute care, we have contributed. That means, for people, who nobody else cares this foundation establish, we physically verified their setup, understood their needs and ensure that the needy gets them gets the benefit of it. So, in a very reliable manner, we spend it on that and there was another company World Vision or something. They set up science labs in the schools nearby. So we have helped in, basically, in girls schools, we set up science labs so that they can understand basic science in a better fashion, so that in future, they can have careers in those areas they will develop interest, so trust us this CSR is spent in a very wise manner. Health care, we have spent set-up lab test facilities for eye care. If interested in further details, maybe in the next annual report, we can give details about pictures of this implementation, etc. That's a good suggestion.

All the suggestions what you have made will be taken care of within our framework. Hybrid mode AGM. Yes, this is worthwhile thinking about. Actually, we were thinking about physical AGMs.

I cannot comment on your comments on share sales, the transactions, the rate, who transact to, who sold, who bought. That is not in our purview.

You have made some comments on the directors. We have meticulous directors on our board. We, really respect their contributions and we cannot accept any of those comments what you have made.

Mr. Tulsian also made some suggestions about dividend policy. Share more money with shareholders. Yes, this is actively in our discussions wherever feasible we have recommended on the dividend. In future, we can improve further we understand that and, with that, I hope I have answered all the questions what I could take note of. If you have any further queries, you can reach out to us. If it is not business sensitive, we will respond.

With that, I now propose a vote of thanks to the chair and request the chairman to formally close the meeting. Thank you.

Benno Edmund Morlock - Thank you, Mr. Krishna Kumar. Thank you, everyone for your participation in this virtual AGM.

Members attending the AGM today, who have not already casted their vote by Remote E-voting may cast their vote on the E-voting platform now. The platform for E-voting shall remain open for further period of 15 minutes after conclusion of this AGM. The Board of Directors has appointed M/s P. C. Jain & Co., Practicing Company Secretaries, as the Scrutinizer, to compile the results of votes cast by Remote E-voting as well as votes cast by E-voting during this AGM.

Further, I hereby individually authorize the Managing Director, Mr. R. Krishna Kumar and the Company Secretary, Mr. C. S. Gugliani, to receive the Scrutinizer's Report and declare the result of voting in accordance with the requirements of applicable statutory provisions in this regard.

On behalf of the Board of Directors, I convey our sincere thanks to all the Members for attending and participating in the meeting. Stay healthy and stay safe. I hereby declare the Proceedings as closed.

Thank you.

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