

WEBVTT

1

00:00:07.044 --> 00:00:07.705

We alive,

2

00:00:07.974 --> 00:00:08.664

you can start

3

00:00:12.505 --> 00:00:23.394

here.

4

00:00:24.510 --> 00:00:27.839

Yeah, my older 1.

5

00:00:31.469 --> 00:00:35.609

Yes, good morning ladies and gentlemen.

6

00:00:35.609 --> 00:00:40.890

I have a company 70 and compliance observer limited.

7

00:00:40.890 --> 00:00:44.520

Welcome you to this 29.

8

00:00:44.520 --> 00:00:48.090

Meeting Muslims are limited.

9

00:00:48.090 --> 00:00:54.509

Being held through video conference before we comments, I would like to take, you.

10

00:00:54.509 --> 00:00:59.100

Through certain points regarding this participant in this meeting.

11

00:00:59.100 --> 00:01:06.569

The shareholders have been provided with the facility to join the meeting through video conferencing and for.

12

00:01:06.569 --> 00:01:16.290

Being provided by the facility of joining the AGM through video conferencing is being made available for the members on 1st com for services.

13

00:01:16.290 --> 00:01:21.239

All the members during this meeting are by default placed on mute.

14

00:01:21.239 --> 00:01:27.810

Forever any background noise, disturbance and smooth and seamless for the meeting.

15

00:01:28.980 --> 00:01:34.890

During the season, the names of resource, because the order will be announced.

16

00:01:34.890 --> 00:01:41.879

Who will be unmuted by the host of the AGM, and will be allowed to express abuse ask questions.

17

00:01:41.879 --> 00:01:54.780

Speaker will be given 3 minutes and I request is speaker to adapt to this time limit to ensure the effectiveness of the meeting and to provide equal opportunity to other speaker.

18

00:01:56.219 --> 00:02:03.060

Speaker shareholders are requested to click the audio and video button while speaking, if the salaries.

19

00:02:03.060 --> 00:02:09.870

We join through video more due to any reason the server is advised to switch of the camera.

20

00:02:09.870 --> 00:02:15.240

And speak through if there is any connectivity problem.

21

00:02:15.240 --> 00:02:18.569

And speaker sellers, and we will ask you the next.

22

00:02:18.569 --> 00:02:24.719

Join the meeting once connectivity improves the previous server will be called back to speed.

23

00:02:24.719 --> 00:02:30.689

During the meeting, if members face any technical issue, he or.

24

00:02:30.689 --> 00:02:35.159

Make all the help line number of cds1 and you mentioned the notice to that.

25

00:02:35.159 --> 00:02:42.300

Speaker servers are requested to minimize any background noise to avoid any.

26

00:02:42.300 --> 00:02:49.800

While speaking, we would request speaker to use earphones, so that audible.

27

00:02:50.969 --> 00:02:55.379

The speakers holders are requested to be loud and clear while speaking.

28

00:02:55.379 --> 00:02:58.620

So, as to and I will ask the questions correctly.

29

00:02:58.620 --> 00:03:03.960

Is not that expert the requirements the proceedings of this again will be.

30

00:03:03.960 --> 00:03:07.439

Record it Thank you very much.

31

00:03:07.439 --> 00:03:12.930

I now hand over to proceeding chairman Mr. Marshall.

32

00:03:12.930 --> 00:03:24.270

I went to the chairman, sir, thank you, Hassan. Uh, good morning, ladies and gentlemen. Mark Solana, the chairman of the company attending this meeting through video conferencing.

33

00:03:24.270 --> 00:03:31.469

I'm informed that all the doctors are attending this AGM from their respective locations to video conferencing.

34

00:03:31.469 --> 00:03:39.360

Mr. chairman of the audit committee and Mr Roger chairman of the stakeholder relationship committee and nomination.

35

00:03:39.360 --> 00:03:54.270

And demonstration committee attending the Mr. our CFO is attending this. We also have the representatives of the study to the auditors attending this to video conferencing from their respective locations.

36

00:03:54.270 --> 00:04:04.770

Mr. jenny's idea of June of, uh, junior data and associates practicing secretary and scrutinize is also attending the so video conferencing.

37

00:04:04.770 --> 00:04:16.139

On behalf of the board of directors, I extend the hearty welcome to all the shareholders all the directors and the invitees to the 29 annual general meeting Mark sense formal limited.

38

00:04:16.915 --> 00:04:27.925

Due to social distancing, norm, and in order to ensure safety to the members and the employees of the company during the times of the code 19 pandemic, the AGM is being held to virtual mode.

39

00:04:28.615 --> 00:04:34.375

I think all your participants in today's meeting and sincerely wish you. And your family are safe and healthy.

40

00:04:38.189 --> 00:04:48.178

The year 4,021 had been filled with challenges globally. The industry have to adapt to circumstances which rose due to the.

41

00:04:48.178 --> 00:04:52.769

Handling operation virtually became the new normal.

42

00:04:52.769 --> 00:04:56.968

We, as a company adapted to these changes while ensuring.

43

00:04:56.968 --> 00:05:00.149

Safety and wellbeing of our employees.

44

00:05:00.149 --> 00:05:07.319

The performance has been Stella all around, and it gives me great pride to say. We have evolved as a company.

45

00:05:07.319 --> 00:05:11.129

Crossing new milestones and being a 0, that company.

46

00:05:11.129 --> 00:05:16.079

Uh, we are now venturing out to a new phase of a company's evolution.

47

00:05:16.079 --> 00:05:22.738

The coming year will hopefully see us exploring new geographies segments technologies.

48

00:05:22.738 --> 00:05:34.139

And new products, the agenda for this is for the year 4,021 and to reflect on the financials and the performance of the.

49

00:05:34.139 --> 00:05:40.649

I'd like to breeze through the financials of the stand alone and the consolidated.

50

00:05:40.649 --> 00:05:52.918

Financials for the company, the company achieve the standalone revenue of rupees 599 grows as compared to 433, uh, 3 close.

51

00:05:52.918 --> 00:05:56.848

Last year representing a 38.3% growth.

52

00:05:56.848 --> 00:06:09.598

The company registered a stand alone net, profit of 98.3 grows as compared to 37.9 close of the previous year representing a 159.6% growth.

53

00:06:10.314 --> 00:06:19.374

In the consolidated financials for the year 221 consolidated revenue stood at 1376 grows as compared to 1134 gross over the previous year representing a 21.3% growth.

54

00:06:26.459 --> 00:06:39.358

And and the company registered a consolidated net profit of 238 grows as compared to 120 crows over the previous year representing a 97.5% growth.

55

00:06:39.358 --> 00:06:42.809

During the U. S.

56

00:06:42.809 --> 00:06:51.689

And North America formulation business reported a growth of 34%. Europe and UK business reported a growth of 14.1%.

57

00:06:51.689 --> 00:07:02.728

Australian newsletter reported a growth of 4% while the rest, uh, rest of the world emerging markets reported the growth of 32.4.

58

00:07:02.728 --> 00:07:10.019

Our subsidiaries just to give you a brief note on a subsidiaries UK, which operates in the European market.

59

00:07:10.019 --> 00:07:13.829

Uh, 2, Belgian sounds and Kim achieved that revenue.

60

00:07:13.829 --> 00:07:25.228

Of 576 close as compared to 491 grows over the previous year with a net profit of 143 close as compared to 68 close over the previous year.

61

00:07:25.228 --> 00:07:35.519

U. S. which operates in us and North America through time cap Labs achieve the revenue of 575 grows as compared to 419 gross.

62

00:07:35.519 --> 00:07:42.988

Over the previous year, the net profit of 19.7 grows as compared to 8.7 close over the previous here.

63

00:07:42.988 --> 00:07:55.379

Noah, which operate in Australia, uh, achieved the revenue of 134 grows as compared to 130 crews and a net profit of 6.5, or more than over 9.35 or the previous year.

64

00:07:56.879 --> 00:08:05.218

The revenue of the company is coming from the export formulations to U. S. UK, Australia newsletter, Canada and other emerging markets.

65

00:08:05.218 --> 00:08:19.584

U. S. contributed 42% of the company's total revenue. The company has 50 or products in the U. S. while UK contributed 42%, uh, in the company's total revenue and has more than 200 product registrations across various particular segments.

66

00:08:19.584 --> 00:08:28.524

Australia newsletter, uh, market contributed 10.6% of the total company's revenue and the company is about 30 products.

67

00:08:32.219 --> 00:08:43.739

We, we are open, uh, to, uh, we are open to in organic growth strategies of acquisitions as we have a 0 debt balance and delivered balance sheet.

68

00:08:43.739 --> 00:08:49.558

And a keen on widening and increasing our manufacturing, uh, presence.

69

00:08:49.558 --> 00:09:02.099

The board of directors dividends, the board of directors are recommended a dividend of 25% that is 20.25 per equity share for the year. 2021.

70

00:09:03.269 --> 00:09:12.629

In order to strengthen the capital base of the company and enhance its longterm financial resources in order to fund the company's expansion program.

71

00:09:12.629 --> 00:09:17.009

The company had been exploring various options of fundraising.

72

00:09:17.009 --> 00:09:31.109

Mauritius or Mauritius based fund offered to participate in, uh, in a warrant issue of the company on professional basis and invest 365 crows in the company.

73

00:09:31.109 --> 00:09:44.519

Accordingly the board of directors person to the approval of the members of the company, the extra ordinary general meeting held on 9, July has issued and allocated foreclosed, 93, lax.

74

00:09:44.519 --> 00:09:49.469

24,324 convertible warrants to be made.

75

00:09:49.469 --> 00:09:52.798

I didn't need to be 70 for for warrant.

76

00:09:52.798 --> 00:09:58.109

Convertible into equity shares of the company on professional basis.

77

00:09:59.308 --> 00:10:12.869

To the war in the company will raise 365 calls from the company is already received 25%. That's 91 crows. And the balance 75 will be received on conversion of the warranty. The equity shares.

78

00:10:12.869 --> 00:10:21.028

Is a global leading healthcare, healthcare investment form with, over 18Billion assets under management.

79

00:10:21.028 --> 00:10:29.308

Or be met as an option to convert the warrant into equity shared and there after own about 10.7% stake in the company.

80

00:10:29.308 --> 00:10:39.028

I expressed my sincere thanks to our shareholders for their trust in the company and that value customers.

81

00:10:39.028 --> 00:10:46.438

Also, I need you to each 1 of my colleagues on the board for the valuable advise and support.

82

00:10:46.438 --> 00:10:54.328

I sincerely think all our employees of a company and of that of a subsidiaries for the corporation dedication and devoted hard work.

83

00:10:54.328 --> 00:10:57.778

Sincerely a time all of you for being present out here.

84

00:10:58.798 --> 00:11:07.019

With this handover, uh, I know the rest of the session to our company secretary.

85

00:11:07.019 --> 00:11:10.889

Uh, to, uh, for the process of voting.

86

00:11:10.889 --> 00:11:15.958

On the resolutions in the meeting, thank you.

87

00:11:15.958 --> 00:11:19.828

Seen this AGM is being held electronically.

88

00:11:19.828 --> 00:11:23.129

Physical it an McM members has been dispatched with.

89

00:11:23.129 --> 00:11:26.308

And the requirement of appointing proceed is not applicable.

90

00:11:26.308 --> 00:11:29.759

The registers the required by the companies.



91

00:11:29.759 --> 00:11:34.589

2013 had been made available electronically for inspection by the members.

92

00:11:34.589 --> 00:11:39.688

Members seeking to inspect certain documents, can send their request to companies.

93

00:11:39.688 --> 00:11:47.009

Com says the notice of the is already circulated to all the members. I think the notice.

94

00:11:47.394 --> 00:12:02.183

Okay, Jim has read the report of the strategic auditors and secretary auditors does not contain any qualification or adverse remarks, except in central auditors report with 1 observer, which is self explanatory.

95

00:12:02.578 --> 00:12:09.389

I take the same is right in compliance with the companies act and.

96

00:12:09.389 --> 00:12:21.629

The members are provided with the facility to their work electronically through the remote voting services, administered by cds1 on all the units and set forth in this notice.

97

00:12:22.678 --> 00:12:31.048

So, in the AGM notify remote prior to the.

98

00:12:31.048 --> 00:12:38.938

I provided facility to pass their work through system available on the working place of cds1 during the.

99

00:12:38.938 --> 00:12:42.989

Members may visit the respective trees to cause their words.

100

00:12:42.989 --> 00:12:50.339

While at the same time view, the proceeding of the meeting has appointed Mr. practicing competency.

101

00:12:50.339 --> 00:12:58.349

To act as a scrutiny to scrutinize the remote and the board scars at the meeting and provide a consolidated result.

102

00:12:58.349 --> 00:13:02.369

Cynthia Jamie is held through video conferencing.

103

00:13:02.369 --> 00:13:06.538

The mentioned in the notice, this AGM have already been.

104

00:13:06.538 --> 00:13:12.359

What to work through remotely working and, as the facility of voting is also available at the IBM.

105

00:13:12.359 --> 00:13:16.828

The process of proposing, or seconding of the resolution is not applicable.

106

00:13:16.828 --> 00:13:20.129

The voting facility is now open.

107

00:13:20.129 --> 00:13:28.109

And the members may please go to voting page of cdsi website and cash their board while at the same time while the proceeding of the meeting.

108

00:13:28.109 --> 00:13:32.668

The waiting for the city will remain open for 15 minutes after the meeting.

109

00:13:32.668 --> 00:13:43.229

For enable members to card their board, all efforts, visible under the circumstances, have been made by the company to enable members to participate and vote on the items.

110

00:13:43.229 --> 00:13:48.658

Being considered in the AGM, we're now open.

111

00:13:48.658 --> 00:13:53.399

The flow for any questions from the shareholders, but then at the.

112

00:13:53.399 --> 00:14:03.778

I will now call them names of the shareholders who had registered themselves to speak or ask questions pertaining to the performance of the company, including the financial year. 2021.

113

00:14:05.009 --> 00:14:13.019

To conclude the meeting in good time I request is to be brief limit. This is 23 minutes and to.

114

00:14:13.019 --> 00:14:17.369

Once all this, because soldiers have asked the questions 1 by 1.

115

00:14:17.369 --> 00:14:22.078

After I call out their names, the same will be answered.

116

00:14:23.188 --> 00:14:26.639

If a speaker is.

117

00:14:26.639 --> 00:14:32.099

Uh, the host please unmute.

118

00:14:34.619 --> 00:14:40.708

Okay.

119

00:14:42.629 --> 00:14:49.619

Already done, uh, respected chairman, sir.

120

00:14:49.619 --> 00:14:52.708

Honorable dignitaries on the board.

121

00:14:52.708 --> 00:14:57.149

And my dear fellow shareholders, my name is.

122

00:14:58.259 --> 00:15:03.298

And from mumble, wishing you all a very fresh good morning.

123

00:15:03.298 --> 00:15:08.938

1st, and foremost, I would like to think of a company secretary Mister.

124

00:15:08.938 --> 00:15:16.259

And his team for a clear and transparent balance sheet, and for coordination coordinating with us. So well.

125

00:15:16.259 --> 00:15:20.969

I would also like to express my gratitude to the board.

126

00:15:20.969 --> 00:15:26.938

Holding over ATM on a convenient date for the shareholders.

127

00:15:26.938 --> 00:15:30.389

As it is not at the end of the month this time.

128

00:15:30.389 --> 00:15:34.019

And so it becomes convenient for us to.

129

00:15:34.019 --> 00:15:39.448

It is appreciable that during this pandemic, our company is declaring a dividend.

130

00:15:39.448 --> 00:15:46.589

Sarah would like to just ask a few general queries as to how during this pandemic our company's pairing.

131

00:15:46.589 --> 00:15:51.928

Whether any PSR activities are being done for the pandemic affected people.

132

00:15:51.928 --> 00:15:56.428

What is of a future plans with regards to growth?

133

00:15:57.749 --> 00:16:00.869

Uh, I welcome Dr.

134

00:16:00.869 --> 00:16:05.788

On the board, I would like to visualize all the best.

135

00:16:09.298 --> 00:16:15.028

Chairman, sir, I fully trust you and the abilities of the team.

136

00:16:15.028 --> 00:16:18.629

That we will keep on expanding of a growth through all phases.

137

00:16:18.629 --> 00:16:26.729

Financial queries I would like to ask because I know everything is being taken care of care of very well.

138

00:16:26.729 --> 00:16:31.408

Under your April guidance, and if a CFO Mister within the sherma.

139

00:16:31.408 --> 00:16:35.369

I fully support all the resolutions of a company.

140

00:16:35.369 --> 00:16:39.448

And wishing that physical meeting happens next year.

141

00:16:39.448 --> 00:16:43.078

As most of the companies have started holding physical meetings.

142

00:16:44.099 --> 00:16:53.879

Uh, uh, I support all your resolutions and wishing you all the best for the future. So.

143

00:16:53.879 --> 00:17:04.019

Thank you very much for allowing me to speak. Oh, thank you. Um, Mrs and it's, uh, great to see you again.

144

00:17:05.364 --> 00:17:20.124

Let me, let me address that, uh, yes. Uh, the challenges were plenty in during the pandemic, uh, as a company. Uh, 1st thing was to keep our employees safe. So, social distancing working virtually everything was done.

145

00:17:20.788 --> 00:17:32.068

Uh, from a CSR point of view, and from a normal operations point of view, obviously the numbers speak for itself. Um, we, we did fairly well, uh, and we are continuing to do well.

146

00:17:32.068 --> 00:17:36.659

Like, I mentioned in my opening talk that as a company we have about.

147

00:17:36.659 --> 00:17:42.509

Um, our, our presence in the global market has grown stronger.

148

00:17:42.509 --> 00:17:57.509

We have been, uh, even during this crisis time, we've been working and focusing on product developments, our, uh, production or market penetration. It's, it's been a challenge, but, uh, we've overcome overcome all of them.

149

00:17:57.509 --> 00:18:06.628

Um, obviously we have, um, we have big plans, uh, you know, uh, like I said, uh, this is a new face for a company.

150

00:18:06.628 --> 00:18:10.979

I think we've crossed 1 milestone. We put any more to go.

151

00:18:10.979 --> 00:18:20.368

From a CSR point of view, we, we do our a bit of a CSR and we, we will continue doing it and growing on that.

152

00:18:20.368 --> 00:18:24.509

Um, I hope I've covered all the points and yes.

153

00:18:24.509 --> 00:18:38.394

Yeah, it's, uh, you know, I, I miss a in person and I was just telling the board and hopefully next year we should, uh, all meet together. Um, this is a 2nd virtual, but, uh, circumstances was such.

154

00:18:38.723 --> 00:18:47.963

I do see a silver lining. I do see light at the end of the tunnel, and I just hope and pray that everyone remains safe. And well, till we meet again.

155

00:18:49.798 --> 00:18:54.959

Thank you thank you.

156

00:18:56.308 --> 00:18:59.669

The 2nd speaker is Mr Washington, but you are.

157

00:18:59.669 --> 00:19:02.939

Please unmute Mr.

158

00:19:06.509 --> 00:19:10.618

Hello can you hear me? I can hear you.

159

00:19:10.618 --> 00:19:15.509

Yeah, respect the chairman, the board of directors on.

160

00:19:15.509 --> 00:19:20.489

Cfo company secretary any.

161

00:19:20.489 --> 00:19:24.209

My fellow shareholders good morning to all of you.

162

00:19:24.209 --> 00:19:27.598

So, my name is Zoltan, but.

163

00:19:27.598 --> 00:19:31.769

And thanks for inviting me to speak on the.

164

00:19:31.769 --> 00:19:35.249

Father in law.

165

00:19:35.249 --> 00:19:38.638

I'm I'm.

166

00:19:38.638 --> 00:19:42.929

I am the member of his group, sir.

167

00:19:44.189 --> 00:19:47.638

So 1st, I would like to compliment. Mr. then.

168

00:19:47.638 --> 00:19:55.199

Any 2nd, real team for sending a report ahead of time by email.

169

00:19:55.199 --> 00:19:58.949

So that we could go through it and put our views.

170

00:19:58.949 --> 00:20:03.239

The the report is that you get to exhaustive, transparent.

171

00:20:03.239 --> 00:20:08.278

And as an, as idea to all the norms of corporate governance.

172

00:20:08.278 --> 00:20:11.729

Thanks completely secretary any secretarial field.

173

00:20:11.729 --> 00:20:16.558

But the board of directors recommended the dividend of 20 by.

174

00:20:16.558 --> 00:20:20.398

Get this been to be.

175

00:20:20.398 --> 00:20:25.888

Sanction meeting, so, let me take for the.

176

00:20:25.888 --> 00:20:30.148

But so, in this days, 25% in the team.

177

00:20:30.148 --> 00:20:35.128

How to pull on with this dividend in discovering 19?

178

00:20:35.128 --> 00:20:45.058

Anyway, so something is better than nothing. So please next financial year, please recommend more dividend and make sure all this phase.

179

00:20:45.058 --> 00:20:49.618

So, the performance of a deal company is extremely good.

180

00:20:49.618 --> 00:20:57.088

And up to the standard in all the department, it has shown marvelous results.

181

00:20:57.088 --> 00:21:02.278

With the shareholders are very much happy with the results shown by the company.

182

00:21:02.278 --> 00:21:05.278

So, keep it a browser.

183

00:21:06.298 --> 00:21:11.098

So, no, it will queries. So, what is the roadmap for next 2 to 3 years?

184

00:21:11.098 --> 00:21:15.449

And so what is the program for next financial year?

185

00:21:15.449 --> 00:21:21.689

And so how do you think you will fund it? Does our product exported.

186

00:21:21.689 --> 00:21:25.199

And if we are in exported.

187

00:21:25.199 --> 00:21:28.888

Please throw some light on it. Sure.

188



00:21:28.888 --> 00:21:33.419  
Nothing much to talk about. I and my speech over here.

189  
00:21:33.419 --> 00:21:40.919  
We prepared to Almighty Lord to bring our company to the newer and greater right under your dynamic leadership.

190  
00:21:40.919 --> 00:21:44.128  
So, thanks again for allowing me to speak.

191  
00:21:44.128 --> 00:21:47.368  
And to give patient to view patient.

192  
00:21:47.368 --> 00:21:51.449  
Do sir, I support all your resolution wholeheartedly.

193  
00:21:51.449 --> 00:21:55.439  
Thank you once I go, sir.

194  
00:21:55.439 --> 00:22:01.888  
Thank you thank you. Mr. and, um.

195  
00:22:01.888 --> 00:22:12.778  
To address some of your questions, uh, obviously the company has, um, after a great thought, uh, given a dividend of 25% that's point 2 5 equity.

196  
00:22:12.778 --> 00:22:22.108  
I look at it as a silver lining historically, from where we've come to where we are I would like to focus more consistency and growth.

197  
00:22:22.108 --> 00:22:22.648  
Um,

198  
00:22:22.703 --> 00:22:23.364  
this year,

199  
00:22:23.364 --> 00:22:24.054  
obviously,

200  
00:22:24.054 --> 00:22:26.064  
looking at the resources that we,

201

00:22:26.094 --> 00:22:31.074

we believe we may need for future expansion to take a company to another level,

202

00:22:31.703 --> 00:22:31.973

uh,

203

00:22:32.003 --> 00:22:33.354

based on that uh,

204

00:22:33.354 --> 00:22:34.523

we decided,

205

00:22:34.523 --> 00:22:34.973

uh,

206

00:22:35.003 --> 00:22:35.513

we,

207

00:22:35.513 --> 00:22:37.644

we arrived at the amount for the,

208

00:22:37.673 --> 00:22:38.213

uh.

209

00:22:38.999 --> 00:22:46.919

Uh, for the dividend, I'm sure with with coming times, uh, you know, we can always see an improvement on that.

210

00:22:46.919 --> 00:22:56.159

With regards to the markets we we are in, we are, uh, in in the in the export market.

211

00:22:56.159 --> 00:23:06.868

Our our main revenues generate, uh, generated from us and, uh, Europe, uh, followed by Australia, New Zealand, and the rest of the world the emerging markets.

212

00:23:06.868 --> 00:23:13.949

Um, obviously, with regards to the road map, um, we've got a very robust, uh, road map ahead.

213

00:23:13.949 --> 00:23:27.028

We've got a long way to go, although we've shown some great growth and, uh, sales, uh, uh, in 2021 we, we do have different milestones to cross. Um.

214

00:23:27.028 --> 00:23:41.394

I'm hoping our next milestone would be a, you know, 2000 close. Um, and that's not very far off. So, um, we are working towards that and we are confident of reaching, uh, uh, the 2nd milestone soon.

215

00:23:42.659 --> 00:23:48.088

Um, I think with that answer your questions.

216

00:23:52.679 --> 00:23:57.778

Thank you, sir our next speaker is Mr.

217

00:23:57.778 --> 00:24:06.598

Please sir. Mr. jungle with you. Uh.

218

00:24:08.548 --> 00:24:12.388

Can you hear me so we can hear you.

219

00:24:13.648 --> 00:24:18.838

Okay uh, good morning German MD.

220

00:24:18.838 --> 00:24:23.818

Very admin indignities on BC company. Secretary. Mr.

221

00:24:23.818 --> 00:24:28.439

My name is John.

222

00:24:28.439 --> 00:24:33.898

Security for bringing out an AGM we put that as clear, colorful, transparent.

223

00:24:33.898 --> 00:24:36.959

And above all the other into all the norms of corporate governance.

224

00:24:36.959 --> 00:24:40.528

It is volumes and we've got all the reports on time through email.

225

00:24:42.088 --> 00:24:45.689

Then we compliment the board for recommending a dividend of.

226

00:24:45.689 --> 00:24:49.709

Uh, person that is, uh, point 25.

227

00:24:49.709 --> 00:24:58.439

That is 25% by share, but so we could have taken it to 1 rupee per share. But, as you mentioned in, uh, the query the last week.

228

00:24:58.439 --> 00:25:03.628

We agreed that you need to consider your resources for growth and expansion.

229

00:25:03.628 --> 00:25:09.689

Our country is going through 1 of the most challenging times where we are facing a very severe.

230

00:25:09.689 --> 00:25:13.229

Of 19, and also putting ourselves.

231

00:25:13.229 --> 00:25:16.348

To 1 of the most challenging lockdowns.

232

00:25:16.348 --> 00:25:20.459

People have redefined the ways of working work for a moment, et cetera.

233

00:25:20.459 --> 00:25:23.818

In this challenging times I was a company.

234

00:25:23.818 --> 00:25:27.269

And what is the, the challenges and.

235

00:25:27.269 --> 00:25:31.769

Lessons that we've learned to cover it 19. any highlight that.

236

00:25:31.769 --> 00:25:35.098

So then I hope all of us stuff.

237

00:25:35.098 --> 00:25:38.128

Their families and everybody has been vaccinated.

238

00:25:38.128 --> 00:25:43.618

So, since there's lots to speak, but there are many other speakers in line.

239

00:25:43.618 --> 00:25:50.999

So, I would not like to take the time, and I would love to curtain myself by just putting for some normal queries. Like, what is the KPIs that you plan for the next year?

240

00:25:50.999 --> 00:25:57.449

And how do you plan to fund it? So, our, and how to plan to fund it.

241

00:25:57.449 --> 00:26:04.499

Any new products that you plan for any new products, you plan to.

242

00:26:04.499 --> 00:26:07.679

Introduced in the market for domestic and global.

243

00:26:07.679 --> 00:26:11.068

And what is on our market share.

244

00:26:12.388 --> 00:26:16.828

Uh, in terms of, uh, volumes in global and domestic.

245

00:26:16.828 --> 00:26:21.118

The road map for the next 2 years, and I will auto book value sir.

246

00:26:21.118 --> 00:26:27.239

So, what is our company? How is there a competition failing and what is the competition we are facing through global.

247

00:26:27.239 --> 00:26:32.818

And domestic companies, so I, we presented the complete value chain.

248

00:26:32.818 --> 00:26:36.388

And, uh, our only and formulations are.

249

00:26:36.388 --> 00:26:40.648

So, we should compliments to the festive season, which is, uh, just started.

250

00:26:40.648 --> 00:26:44.939

And, uh, you all the best for the future.

251

00:26:44.939 --> 00:26:49.709

We support all your resolutions, sir, thank you very much for patiently listening to me.

252

00:26:49.709 --> 00:27:04.314

Thank you thank you. Mr Jackie. I'll try to cover all your points because it's quite a broad base. Uh, a lot of questions. Uh, but, uh, the pandemic, like I mentioned earlier has been very, very challenging.

253

00:27:04.314 --> 00:27:04.913

It is.

254

00:27:04.943 --> 00:27:05.394

I mean,

255

00:27:05.423 --> 00:27:06.923

you could write books on this,

256

00:27:07.374 --> 00:27:07.973

um,

257

00:27:08.094 --> 00:27:09.173

at every tone,

258

00:27:09.173 --> 00:27:11.753

at every event at every month uh,

259

00:27:11.963 --> 00:27:12.173

uh,

260

00:27:12.173 --> 00:27:13.193

it was a,

261

00:27:13.193 --> 00:27:14.243

it was changing,

262

00:27:14.304 --> 00:27:14.574

uh,

263

00:27:14.604 --> 00:27:16.074  
time it was very fluid,

264

00:27:16.554 --> 00:27:17.483  
uh,

265

00:27:17.513 --> 00:27:18.713  
regulations,

266

00:27:18.804 --> 00:27:19.403  
government,

267

00:27:19.403 --> 00:27:19.913  
uh,

268

00:27:19.943 --> 00:27:20.513  
uh,

269

00:27:20.784 --> 00:27:21.084  
uh,

270

00:27:21.114 --> 00:27:22.614  
restrictions regulations.

271

00:27:22.614 --> 00:27:37.493  
Everything was changing the lockdowns you mentioned it's never easy. It's  
it, it became the new normal, so we had to adapt to those changes. We had  
to find a way around those changes to, uh, to basically work and survive.

272

00:27:38.003 --> 00:27:52.223  
Um, but, you know, we've come out with flying colors are results, speak  
for itself. I think, uh, the worst is behind us, but that does not mean  
that we are not seeing challenges globally. There are challenges in  
different countries happening as we speak.

273

00:27:52.703 --> 00:28:07.374  
Uh, some countries are going to a 3rd wave, uh, and, you know, um,  
hopefully the vaccination drive that is going on in every country is  
helping the community of people to which time the school.

274

00:28:07.798 --> 00:28:20.219

That we have, um, with regards to our, our capex and our, uh, funding for the topics, we have a plan.

275

00:28:20.219 --> 00:28:25.199

And we, we plan to basically fuel that through.

276

00:28:25.733 --> 00:28:30.503

Both organically, uh, to our internal resources.

277

00:28:30.503 --> 00:28:33.173

We have also raised the money,

278

00:28:33.173 --> 00:28:33.594

uh,

279

00:28:33.653 --> 00:28:34.134

you know,

280

00:28:34.163 --> 00:28:34.433

uh,

281

00:28:34.463 --> 00:28:37.523

to take care of our next,

282

00:28:37.523 --> 00:28:38.003

uh,

283

00:28:38.153 --> 00:28:39.953

next leap output,

284

00:28:40.163 --> 00:28:42.084

which will basically fuel both,

285

00:28:42.713 --> 00:28:43.074

uh,

286

00:28:43.104 --> 00:28:44.483

capex as well as,

287

00:28:44.513 --> 00:28:44.693

uh,



288

00:28:44.723 --> 00:28:47.003

in organic strategies that we have in mind.

289

00:28:47.489 --> 00:28:55.528

So, we do have, um, uh, right now our focuses on infrastructure to, uh, to basically, uh, um.

290

00:28:55.528 --> 00:29:00.239

To ensure we have a abandoned capacity, uh.

291

00:29:00.239 --> 00:29:03.628

To fuel a growth for the next coming years.

292

00:29:03.628 --> 00:29:12.148

And we do have over 200 rows, which we have marked in the next coming years to be spent on capex.

293

00:29:12.148 --> 00:29:20.729

And for that, we do believe our internal accruals as well as the money that we've raised will suffice, uh, to see us through this.

294

00:29:20.729 --> 00:29:28.528

Um, with regards to R, AMP D and the pipeline, obviously we have products being launched every year.

295

00:29:28.528 --> 00:29:36.778

We are even doing this challenging times developing molecules and filing our registrations happening as we speak.

296

00:29:36.778 --> 00:29:46.828

Um, so this is an ongoing, uh, phenomenon and, uh, yes, it's always been more difficult during this pandemic, but we are still overcoming that.

297

00:29:46.828 --> 00:29:53.548

Market competition, market challenges you asked me a while. They, they've always been there.

298

00:29:53.548 --> 00:30:05.848

I I don't think, uh, uh, I don't think, uh, we are the only players in this market. So obviously, um, this is the nature of the beast and we just have to work on that.

299

00:30:06.084 --> 00:30:17.604

So we do, we do basically, uh, have, um, uh, you know, pricing pressures we do have sourcing pressures because, uh, which have been coupled because of the pandemic.

300

00:30:18.173 --> 00:30:25.253

Uh, we do have, um, you know, uh, raw material prices going up at times shortages happening.

301

00:30:25.493 --> 00:30:33.473

So, all these challenges we have to come at the same time, we have to deliver our obligations and, um, a product to the market.

302

00:30:34.048 --> 00:30:42.598

Um, with regards to the value chain, we, we do not we are in the formulations we are into the export market. Um.

303

00:30:42.598 --> 00:30:51.328

We have plans to backward integrate assumption to API and we are working, um, we are working at a fast pace to enter that.

304

00:30:51.328 --> 00:30:56.038

Space and we are investing money as we speak on that.

305

00:30:56.038 --> 00:31:02.219

Um, I hope, uh, starting from the locked down challenges, market competition.

306

00:31:02.219 --> 00:31:07.769

Vaccination and only spend and cap expand out about all the points of there. Thank you.

307

00:31:15.239 --> 00:31:20.788

Thank you, sir. Uh, next speaker is, he says.

308

00:31:21.959 --> 00:31:25.919

Please hello? Hello? Hello? Hello?

309

00:31:25.919 --> 00:31:34.858

Hello can you hear me? Hello? Yes. Yes we can hear you. You can hear me. Okay. Very fine. You can you see me.

310

00:31:34.858 --> 00:31:39.298

Yes, I can see here. I'm very happy. You remember? Mr?

311

00:31:39.298 --> 00:31:54.114

I had come to yours. Yes, thank you. Yeah, we are really missing the physical because now you like this, of course, this distance every 1 and if it was physical, I had lots of things to ask. Now.

312

00:31:54.114 --> 00:32:08.723

I don't know how to frame my questions where to make it to how to make it short and picking from all the way how to make my speech. Totally short. Because you are answering immediately next time. This is for the next time.

313

00:32:08.814 --> 00:32:22.614

You give at the end because what will happen, we get very restricted, you know, so, in the end, no, then we in that time, you know, I know the times constrained is very much in this, a virtual and it's good. I'm not saying anything.

314

00:32:22.763 --> 00:32:24.713

So this is just a little learn anyway.

315

00:32:24.743 --> 00:32:25.223

Please,

316

00:32:25.253 --> 00:32:26.574

I'm sorry for saying it,

317

00:32:26.814 --> 00:32:28.463

but I was getting angry because,

318

00:32:28.463 --> 00:32:28.733

you know,

319

00:32:28.733 --> 00:32:36.564

to a anyway respected chairman and honorable directors on the board,

320

00:32:36.564 --> 00:32:41.634

including our Madam Sandra and my fellow shareholder attending this here,

321

00:32:41.903 --> 00:32:43.314

which was made my name.

322

00:32:43.314 --> 00:32:47.663

Is I am speaking from.

323

00:32:49.288 --> 00:33:01.824

Uh, 1st of all, I will take the company secretary herself and his team for sending me a Jim notice and also, um, and also registering my request to speed.

324

00:33:02.094 --> 00:33:05.963

Thank you so much, and giving me this platform to speak. And also the cds1 team.

325

00:33:06.534 --> 00:33:16.314

Now, our revenue has gone. Fat is up and dividend. You have given dividend 25%. That is 25 per share is a very good gesture.

326

00:33:16.314 --> 00:33:25.794

Sir I really salute you because we are in the dividend list and big investors with the heavy pockets. Deep pockets.

327

00:33:25.794 --> 00:33:29.814

We'll definitely make an entry and we will become,

328

00:33:29.814 --> 00:33:37.644

then a great name just like JB chemicals became I am seeing that region in in our company and,

329

00:33:37.644 --> 00:33:45.653

as it is spelled a very good vision mission and value on page it I will not elaborate because of time currency.

330

00:33:46.828 --> 00:33:54.058

Uh, so my, uh, where is now we have 3 state of art facility facilities.

331

00:33:54.058 --> 00:34:07.884

1, in India 2nd, 1 in UK and, uh, 3rd in U. S. so, are these all doing pharmaceutical, uh, formulation? Are some being used for biosimilars?

332

00:34:08.123 --> 00:34:09.833

Are we in biosimilars?

333

00:34:10.824 --> 00:34:21.773

Then next is we have 350 plus those here field, 25, plus field, uh, and, uh, 300 plus approved and 50 plus products in pipeline.

334

00:34:25.228 --> 00:34:29.849

So, that was in 31st month, what is the status as of now?

335

00:34:29.849 --> 00:34:42.088

Now, my next question is, our end is spend is only 1.4% of the total revenue. So we have 50 scientists and 4 R and D centers.

336

00:34:42.088 --> 00:34:53.699

Have you ever planned with this to increase the R N, uh, spend and, uh, I would like to know, uh, what is the attrition level of these scientists.

337

00:34:53.699 --> 00:35:02.668

On page, 7 share of revenue is given, uh, America 42 us is 42.5.

338

00:35:02.668 --> 00:35:07.978

Uh, UK is 42.3%, UK and Europe. It is.

339

00:35:07.978 --> 00:35:16.438

Uh, and, uh, 10.6 is Australia, New Zealand and, uh, 4.46% is from emerging market.

340

00:35:16.438 --> 00:35:21.358

I would like to know what is India share revenue share.

341

00:35:21.358 --> 00:35:26.668

Then then, uh, what margins we enjoy in the ATC and generic products.

342

00:35:26.668 --> 00:35:31.199

Did we suffer, uh, in the supply chain disruptions?

343

00:35:31.199 --> 00:35:36.778

And is it still continuing or all solved? So, my next question are we in business?

344

00:35:36.778 --> 00:35:41.278

And which vertical, uh, whether in manufacturing, or in research.

345

00:35:41.278 --> 00:35:44.518

Please speak on the Cobi to vaccine business.

346

00:35:44.518 --> 00:35:57.478

I would like to know something and whether anything is being done in Biofilm similar or some medicine, like flu we have for, you are making some research or something. Please scroll light.

347

00:35:57.478 --> 00:36:01.469

Uh, uh, uh, 1, big observation is.

348

00:36:01.469 --> 00:36:08.909

Promoter holding service is yours? 484,825 mutual point is very less.

349

00:36:08.909 --> 00:36:15.329

Point 09, so my, as a humble request, you become more visible on the national TV.

350

00:36:15.329 --> 00:36:22.853

So our market capital will jump, it has jumped, but we may land up in becoming big darling of the market.

351

00:36:22.884 --> 00:36:35.003

And that is what I am looking out for you just like, uh, Glen was 1 now also, he is, he's come with the lifestyles and, uh, I really I supported all the installations.

352

00:36:35.244 --> 00:36:43.643

I wish you safe and healthy life and now my husband Mr. wants to say a little words.

353

00:36:46.708 --> 00:36:51.028

This is Jim enter ready, distinguish.

354

00:36:51.028 --> 00:37:02.338

Members of the book and my fellow shareholders. Good morning to you. All my name is I'm a shareholder for a long time, but I have not spoken so far.

355

00:37:02.338 --> 00:37:08.338

This is my maiden speech and my maid and appearance in New York. Uh.

356

00:37:08.338 --> 00:37:18.059

Uh, in, uh, in our company now, at the outset at the management company, secretary and his team, and the register for sending me the balance sheet.

357

00:37:18.059 --> 00:37:28.349

Which are received on time, it is simple, informative, transparent, and all adding to all the parameters required for good corporate governance.

358

00:37:28.349 --> 00:37:31.949

Our results are good and shown by facts and figures.

359

00:37:31.949 --> 00:37:38.699

Charts and diagrams in place and a good dividend of 25% is most welcome.

360

00:37:38.699 --> 00:37:43.619

Concerning the pandemic that we are facing, and the world at large.

361

00:37:43.619 --> 00:37:48.389

Now, coming to the pandemic, I would like to ask a question.

362

00:37:48.389 --> 00:37:52.048

How many of our stuff are very effective.

363

00:37:52.048 --> 00:37:55.438

How many recovered any debts.

364

00:37:55.438 --> 00:37:59.338

And what is the compensation paid by a company?

365

00:37:59.338 --> 00:38:04.949

To the variable to families, any donations given to the government.

366

00:38:04.949 --> 00:38:09.298

And the Jews, if so, and more importantly.

367

00:38:09.298 --> 00:38:13.380

Are all our employees being vaccinated fully.

368

00:38:13.380 --> 00:38:20.250

If not it is a high time to get all our employees vaccinated.

369

00:38:20.250 --> 00:38:24.449  
Sir, who are peers and competitors.

370  
00:38:24.449 --> 00:38:29.130  
And what is our market share? Kindly like lighters know.

371  
00:38:29.130 --> 00:38:33.389  
And, moreover, I'm, I'm looking forward that.

372  
00:38:33.389 --> 00:38:38.789  
Uh, you said Mark comes on par with Glen, your brother.

373  
00:38:38.789 --> 00:38:43.110  
Good timing status so I wish you personally.

374  
00:38:43.110 --> 00:38:48.510  
All the board members, and more importantly, all of them all the very best.

375  
00:38:48.510 --> 00:38:55.739  
The days and years to come with this, thank you very much for patient there. Thank you. God bless you.

376  
00:38:57.295 --> 00:39:10.585  
Thank you. Mr. and Mrs. Muscarinics it is great to hear such compliments. Uh, I'll try to, uh, address most of your points, although it's very broad spent, uh, broad. Basically, we are into pharmaceuticals.

377  
00:39:10.585 --> 00:39:18.445  
We are not into biosimilars all our 3 plans manufacture solid oral dosage. Uh, 2 of our plans manufacture solid oral dosage.

378  
00:39:18.474 --> 00:39:27.264  
Uh, those are tablets, hard capsules of children, a plant in UK manufacturers liquids for the European market.

379  
00:39:27.360 --> 00:39:32.670  
Uh, we do not we are not, uh, in biosimilars, uh.

380  
00:39:33.114 --> 00:39:41.065  
No, 1 anticipated obviously discovered and hence we were not into vaccines when the score actually broke out.



381

00:39:41.635 --> 00:39:50.994

We are fairly young to jump into basic research or come up with a vaccine or vaccines are focused.

382

00:39:51.025 --> 00:40:04.554

Uh, we are very focused into what, uh, the segments we want to be, and where we want to be venturing out into something by the time. You actually get your get into that segment or molecule.

383

00:40:04.824 --> 00:40:14.784

Uh, you know, you never know whether, uh, code would, uh, the pandemic would be behind us and we all pray that eventually the pandemic will be behind us.

384

00:40:15.480 --> 00:40:19.500

Um, so the days of vaccination may may disappear soon.

385

00:40:20.994 --> 00:40:33.954

With regards to supply chain disruptions it's been going on for the last year and a half 2 years and it's it's like the new normal we need to adapt. We need to foresee we need to be 1 step ahead.

386

00:40:34.405 --> 00:40:44.485

Um, there are different challenges at different times. Uh, and, uh, last year we had different challenges this year. We are seeing different challenges.

387

00:40:45.775 --> 00:40:59.934

And, uh, hopefully, we will, uh, we will, we will come out with flying colors again with regards to our employees. Uh, we were very fortunate and, uh, very, very fortunate that none of our employees parish during this a couple times.

388

00:41:00.505 --> 00:41:09.144

Um, uh, that does not mean they were not infected or affected, because obviously this is a pandemic, but all of them recovered.

389

00:41:09.144 --> 00:41:23.545

Well, we do insist on vaccination and if I'm not mistaken, most of them are vaccinated. Um, and if not, we are conducting vaccinations drives for those who need to be vaccinated.

390

00:41:24.090 --> 00:41:33.630

Obviously, the Indian comment by itself, uh, getting vaccinated in the 1st, 1 year was always a challenge because of the way, uh, it was planned out.

391

00:41:33.630 --> 00:41:44.429

But now, with the vaccinations being more available, uh, I think, uh, every 1, uh, is encouraged to get themselves vaccinated.

392

00:41:45.324 --> 00:41:58.434

With regards to our R and D spent. Yes. Uh, R, and D spend was 1.4%, but year on year if you compare it to the previous year, you compared to last year, and now you compared to this year, it is going to it is going to go up.

393

00:41:58.434 --> 00:42:06.204

Um, and that's a part of how our company involves, uh, from, uh, from 1 stage to another stage.

394

00:42:07.590 --> 00:42:12.239

We are spending more on R and D than we spent historically.

395

00:42:12.239 --> 00:42:20.159

Uh, again, our revenue is much higher, so, in terms of absolute to p value the spend is going much more than what it was historically being spent.

396

00:42:20.159 --> 00:42:31.769

We are not into, uh, we are not so much into the crumbs. I don't think the crams contributes more than 1% of our revenue. So as a company we will evolve from grams.

397

00:42:31.769 --> 00:42:42.239

We are not into covered vaccines, uh, so far and, uh, and hopefully we would not need to get into core vaccines. If this.

398

00:42:42.239 --> 00:42:53.789

Over 19 pandemic passes us through. We may not need that eventually. So let's hope for the best and let's pray for the best and hope you and a family remain safe.

399

00:42:53.789 --> 00:43:01.110

Thank you. Hey.

400

00:43:01.110 --> 00:43:04.889

The next speaker is Mr.

401  
00:43:07.380 --> 00:43:15.719  
Please.

402  
00:43:15.719 --> 00:43:22.860  
You know, you're not very audible, but, uh, you can, you can try it.

403  
00:43:22.860 --> 00:43:26.639  
Hello.

404  
00:43:26.639 --> 00:43:30.059  
It would say.

405  
00:43:32.190 --> 00:43:36.420  
Yes, I'm sorry I'm sorry.

406  
00:43:36.420 --> 00:43:39.719  
Thank you.

407  
00:43:39.719 --> 00:43:43.170  
I'm sorry. Mr.

408  
00:43:43.170 --> 00:43:46.469  
Hello.

409  
00:43:46.469 --> 00:43:52.409  
We get on on, on Facebook.

410  
00:43:52.409 --> 00:43:55.559  
Hello.

411  
00:43:55.559 --> 00:44:00.090  
Yes, sir you said maybe we don't have anything.

412  
00:44:00.090 --> 00:44:05.130  
So, if you're not a market.

413  
00:44:05.130 --> 00:44:08.849  
Got it.

414

00:44:08.849 --> 00:44:13.800

I turn it down here, but having a UK India.

415

00:44:13.800 --> 00:44:16.980

Yeah, yeah.

416

00:44:16.980 --> 00:44:20.489

Happy with this company.

417

00:44:20.489 --> 00:44:25.469

What's the user?

418

00:44:25.469 --> 00:44:31.500

Mr. Mr. user. Not audible. Maybe. Yeah.

419

00:44:31.500 --> 00:44:34.829

Now, sir.

420

00:44:34.829 --> 00:44:40.920

And now you can me here my voice. I'm yes, sir.

421

00:44:40.920 --> 00:44:44.639

I can go to your.

422

00:44:44.639 --> 00:44:51.449

Yeah, there's a company and 1 more for giving.

423

00:44:51.449 --> 00:44:54.659

Thank you everyone the team will be. Thank you. Remember that. That would.

424

00:44:54.659 --> 00:45:05.849

Thank you. Sorry I'm sorry you missed the use of you are not very audible, but I really could not hear a word, but anyway.

425

00:45:05.849 --> 00:45:12.869

Thank you, uh, next speaker.

426

00:45:13.949 --> 00:45:17.639

Next, uh, Mr.

427

00:45:18.690 --> 00:45:26.789

Uh, good morning, uh, chairman Mr Mark and all the directors. I hope I am.

428

00:45:26.789 --> 00:45:40.045

Yes, you are yeah Thank you. I am from Bangalore. Congratulations on. Great results and the growth. Uh, actually, all my questions are asked by the previous, uh, speaker.

429

00:45:40.704 --> 00:45:53.335

Uh, yeah, it's, uh, I just wanted to know our nd spend and whatever is a possible growth and management. We want 3 to 5 years. Uh, Mr.

430

00:45:53.335 --> 00:45:57.385

Mark is already answering the many questions. Uh, thanks for that.

431

00:45:57.835 --> 00:46:08.994

Um, just to 1 thing, uh, as the all the answers you have already given, uh, 1 thing out of these questions is, uh, WH, what would be the revenue after expansion.

432

00:46:09.775 --> 00:46:23.514

And, uh, uh, 1 request, uh, from my side, please continue to hold online, uh, as I am sitting in Bangalore and, uh, I won't be able to travel to Bombay many times.

433

00:46:23.545 --> 00:46:31.105

Uh, so it would be helpful if we continue the online, uh, rather than, uh, along with the physical.

434

00:46:31.829 --> 00:46:40.380

And, uh, uh, thank you, it's a honor to speak to my management. We show all the best Thank you for giving me the opportunity to speak. Thank you.

435

00:46:40.380 --> 00:46:44.070

Thank you, um.

436

00:46:44.364 --> 00:46:58.885

So, uh, I guess we pretty much, uh, you have all your answers based on the previous questions, and a revenue of the expansion again, we, we are investing into expansion so that we can grow.

437

00:46:59.605 --> 00:47:00.114

Like I said,

438

00:47:00.114 --> 00:47:00.625  
our growth,

439

00:47:00.684 --> 00:47:01.045  
uh,

440

00:47:01.074 --> 00:47:02.664  
growth part is pretty much,

441

00:47:03.355 --> 00:47:03.925  
uh,

442

00:47:03.985 --> 00:47:08.815  
is pretty much outlayed where we feel that we are,

443

00:47:08.815 --> 00:47:11.364  
just at the tip of the iceberg we have,

444

00:47:11.664 --> 00:47:15.625  
we still have to evolve as a company beyond this phase.

445

00:47:16.134 --> 00:47:25.525  
So, uh, last year we did, uh, 131,300 plus close. Um, obviously we have a  
roadmap to 2000 growth in the next few years.

446

00:47:25.525 --> 00:47:31.405  
And for that, we are investing into resources and capex and  
infrastructure and geographies.

447

00:47:35.940 --> 00:47:44.820  
And, uh, thank you once again and, uh, with regards to your request to  
your new regards, your request for the next, we will consider that.

448

00:47:49.860 --> 00:47:54.809  
Thank you, sir the next speaker is Mr.

449

00:47:56.159 --> 00:47:59.429  
Good morning. Good morning. Sir.

450

00:48:00.204 --> 00:48:10.465

Good morning, we're down sort of parallel to management or a combination ratio.

451

00:48:10.494 --> 00:48:10.885

So then,

452

00:48:10.885 --> 00:48:11.364

you know,

453

00:48:13.014 --> 00:48:26.335

a meeting some time parakeet com or early morning meeting the management of Secretary milestone

454

00:48:30.414 --> 00:48:34.074

both or previous,

455

00:48:34.105 --> 00:48:34.585

uh,

456

00:48:39.144 --> 00:48:47.635

America would you not think magazine on English company?

457

00:48:47.635 --> 00:48:57.085

My best buy company company manage,

458

00:48:59.664 --> 00:49:04.135

or or.

459

00:49:08.789 --> 00:49:13.079

Our support day, sir, thank you. Thank you. Sir. Thank you. Very much.

460

00:49:16.559 --> 00:49:21.090

Thank you our next speaker is Mr Rogers.

461

00:49:21.090 --> 00:49:25.110

Hello? Hello?

462

00:49:25.110 --> 00:49:28.530

Yes, you're audible now. Yes. Your audible.

463

00:49:28.530 --> 00:49:35.460  
Hello? Hello? Yes, sir. Sir.

464  
00:49:35.460 --> 00:49:42.150  
Yeah, That'll show those online. My name is.

465  
00:49:42.150 --> 00:49:47.730  
So 1st of all, I think a company security Mr. presently for sending the notice for a long time.

466  
00:49:47.730 --> 00:49:54.539  
And pretty much in the dark, I think the report and a lot of questions, and a lot of questions.

467  
00:49:54.539 --> 00:49:58.170  
So, I am very person, so it would be very much.

468  
00:49:58.170 --> 00:50:02.550  
I just don't want to repeat and you write a lot of, uh, answer to the question.

469  
00:50:02.550 --> 00:50:10.050  
But I have the the best sentence.

470  
00:50:10.050 --> 00:50:13.530  
Take this in your life, if you when you can be.

471  
00:50:14.730 --> 00:50:27.239  
If you lose, you can die. I remember how the price she was lying at 4 and 5 and the company is performed so much.

472  
00:50:27.239 --> 00:50:34.199  
What is the price is here and a lot of investors that started getting into the.

473  
00:50:34.199 --> 00:50:40.230  
So my very 1st, message to you and your Lisa, and I would like to say 1 more thing.

474  
00:50:40.230 --> 00:50:43.949  
munzamunzmunza.

475



00:50:43.949 --> 00:50:57.059

The host name was the host name, so is that I support all your reservations and support is there Thank you very much, sir and I'm leaving.

476

00:50:57.059 --> 00:51:03.239

Yeah.

477

00:51:03.239 --> 00:51:07.409

Thank you thank you. Thank you very much.

478

00:51:12.780 --> 00:51:22.650

Thank you, sir. Thank you. Mr. Rogers. I would like to. Thank the members for their questions.

479

00:51:22.650 --> 00:51:27.090

In case any of the questionnaire and answer for the members are unable.

480

00:51:27.090 --> 00:51:33.239

To speak due to any issue during the meeting, the members may please communicate their questions to the company through.

481

00:51:33.239 --> 00:51:36.780

Email dot com.

482

00:51:36.780 --> 00:51:45.300

We said we, the working process will continue for the next 15 minutes and we'll be December thereafter.

483

00:51:45.300 --> 00:51:50.369

The voting will be announced on, or before September 25.

484

00:51:50.369 --> 00:51:57.329

121, and the same will be integrated to the store exchanges and also upload it on the website of the company.

485

00:51:57.329 --> 00:52:01.590

W, W. W dot com and the.

486

00:52:03.000 --> 00:52:14.010

Know what to express my sincere appreciation to you our members for continued faith, trust and encouragement and support.

487

00:52:14.010 --> 00:52:26.219

Um, with, uh, with the consent, um, I, and all the board members who like to take leave of this meeting and wish all the shareholders and the family to say Steve.

488

00:52:26.219 --> 00:52:30.869

And well, during these, uh, pandemic times.

489

00:52:30.869 --> 00:52:32.880

Thank you and God bless.