

Transcript of 65th AGM of ELANTAS Beck India Limited held on 4 May 2021 at 10.00 a.m. through Video Conference/ Other Audio Visuals Means

1

00:00:01.500 --> 00:00:04.889

I made.

2

00:00:09.118 --> 00:00:20.850

It's required, uh.

3

00:00:24.390 --> 00:00:35.640

You're on mute Mr. Talwar is yet to join. I believe how many are required 35.

4

00:00:35.640 --> 00:00:45.750

30 33, 30. Oh, we just do we need to wait or can we start at? I own time, right? Chairman of the meeting is.

5

00:00:45.750 --> 00:00:51.659

Talwar to join in okay when we will tell you where to start the timer.

6

00:00:51.659 --> 00:00:57.119

Okay.

7

00:01:37.555 --> 00:01:38.064

Depends on.

8

00:01:42.870 --> 00:01:51.870

Mr. Talwar is still finding it difficult to join? I don't know what is the problem today.

9

00:01:55.290 --> 00:02:01.950

No, no, you can just return or? I bet. I think he's joining from I bet olina.

10

00:02:01.950 --> 00:02:06.840

I heard only yesterday, actually, I think on our mark session, you could join well, actually.

11

00:02:06.840 --> 00:02:10.469

Yes, he is calling just a moment.

12

00:02:11.699 --> 00:02:16.830

Yeah.

13

00:02:38.639 --> 00:02:55.680

Silence.

14

00:03:00.030 --> 00:03:03.240

So, we're got 37 now.

15

00:03:06.629 --> 00:03:16.889

Silence.

16

00:04:03.865 --> 00:04:10.375

Shall we tell the meeting is here to join? So we'll wait for 5 minutes or something.

17

00:04:15.120 --> 00:04:18.360

All right.

18

00:04:18.360 --> 00:04:21.569

Yes.

19

00:04:21.569 --> 00:04:24.750

No, I was saying.

20

00:04:24.750 --> 00:04:28.528

Saying all you have to say.

21

00:04:28.528 --> 00:04:37.079

Of course, for me.

22

00:04:37.079 --> 00:04:42.178

Of course, of course.

23

00:04:42.178 --> 00:04:45.178

Hello.

24

00:04:46.824 --> 00:05:01.283

So, I think we'll wait for 2 more minutes. Otherwise we'll take a call to do.

25

00:06:25.288 --> 00:06:32.848

Good morning ladies and gentlemen, uh, chairman of the meeting minutes. So please.

26

00:06:32.848 --> 00:06:40.319

To buy, please go live. Okay. We're not a key, but I will not keep timer now.

27

00:06:40.319 --> 00:06:44.278

Will directly go live okay.

28

00:06:44.278 --> 00:06:48.389

Sir yes, sir. You can start.

29

00:06:48.389 --> 00:06:52.889

Yeah, please cancel. Good morning ladies and gentlemen.

30

00:06:52.889 --> 00:07:02.759

Uh, our chairman of the meeting Mr. Talwar uh, is having some technical difficulties at his end to join to the.

31

00:07:02.759 --> 00:07:05.879

Life life's streaming portal.

32

00:07:05.879 --> 00:07:10.949

So, I would request you to be bear with us for 5 minutes. Please.

33

00:07:12.088 --> 00:07:12.624

Thank you.

34

00:09:41.724 --> 00:11:13.464

Eva.

35

00:11:13.798 --> 00:11:23.068

Real quick.

36

00:11:23.068 --> 00:11:29.999

Good morning. Good morning. It's just so you can you please proceed with your opening statements?

37

00:11:29.999 --> 00:11:34.979

Yeah, good morning everyone.

38

00:11:34.979 --> 00:11:38.908

Hopefully, my voice is already.

39

00:11:41.158 --> 00:11:48.839

So, good morning, everyone my name is Srikumar, and I am the managing director for Elantas back.

40

00:11:48.839 --> 00:11:54.328

I am joining this meeting from our registered office in.

41

00:11:54.328 --> 00:12:01.469

Let me announce that says this meeting is on a virtual platform. There are no proxies. We're allowed to participate in the meeting.

42

00:12:01.469 --> 00:12:05.698

At this point in time, 37 shareholders are present for the meeting out of.

43

00:12:05.698 --> 00:12:08.849

Which 1 is authorized representative holding.

44

00:12:08.849 --> 00:12:17.849

59 5.9 Million shares as a requisite for Columbus present. I call the 65th annual.

45

00:12:17.849 --> 00:12:25.438

Meeting in order Mr. Martin, the chairman of the company unable to attend the meeting.

46

00:12:25.438 --> 00:12:32.519

The board has unanimously nominated Mr. Talwar chairman of the nomination and recommendation committee to chair this meeting.

47

00:12:32.519 --> 00:12:41.339

I've been for me that Mr. Babilas and Dr Forstbach are not participating in this meeting on account of the prior commitments and the time differences.

48

00:12:41.339 --> 00:12:45.389

Other members of the board are participating from their respective locations.

49

00:12:45.389 --> 00:12:55.859

Our members I would, I will request members of the board where participated as I call out kindly introduce themselves and location from where they are participating.

50

00:12:55.859 --> 00:13:08.369

Piece.

51

00:13:08.369 --> 00:13:14.759

Moderator can you please Mr. Talwar

52

00:13:14.759 --> 00:13:20.369

Yes, please, I'm Mr. Talwar, I am independent director.

53

00:13:20.369 --> 00:13:24.989

And I am participating from Mumbai.

54

00:13:27.778 --> 00:13:33.448

Thank you, sir. Thank you. Mr. Talwar. Ms. Ravi Kulkarni please.

55

00:13:33.448 --> 00:13:39.239

I'm Ravindra Kulkarni also an independent director of the company.

56

00:13:39.239 --> 00:13:45.479

I'm participating in this online AGM, from residents in Santa Cruz Mumbai.

57

00:13:45.479 --> 00:13:49.979

Thank you Sir.

58

00:13:52.918 --> 00:14:01.979

I am Mrs. Udeshi, Independent Director speaking from my residence in Mumbai.

59

00:14:01.979 --> 00:14:06.089

I'm attending AGM just now, Thank you.

Mr. Shenoy Please.

60

00:14:06.089 --> 00:14:16.859

I am R. L. Shenoy, the chairman of Stakeholder's relationship committee and participating from my residence in Mumbai.

61

00:14:16.859 --> 00:14:23.308

Thank you Mr. Shenoy.

Mr. Talathi please.

62

00:14:23.308 --> 00:14:31.168

Good morning I am Milind Talathi and the whole time director of the company and I'm participating for my office in Pimpri, Pune. Thank you.

63

00:14:32.609 --> 00:14:40.619

Apart from the directors, uh, Sanjay Kulkarni, our CFO and Abhijit Tikekar the company secretary are participating.

64

00:14:44.663 --> 00:14:58.974

Also present Mr. Amit Borkar partner PWC, Auditors of the Company and Mr. Prajot Tungare, partner of Prajot Tungare and Associates Secretarial auditors, and Scrutinizer for this meeting. And for the voting process.

65

00:14:59.249 --> 00:15:03.599

Plus, and the cost of auditors from the respective offices.

66

00:15:03.599 --> 00:15:14.698

Since this is a online meeting, I would now request Mr. Tikekar our company Secretary to inform the general guidance and protocol to be followed by you in this meeting.

67

00:15:14.698 --> 00:15:18.208

For the smooth conduct of this meeting over to you Abhijit.

68

00:15:18.208 --> 00:15:23.639

Thank you good morning ladies and gentlemen.

69

00:15:23.639 --> 00:15:30.808

For the benefit of the members that may inform you that the register of directors and KMPs and their shareholding.

70

00:15:30.808 --> 00:15:36.149

The Register of contracts and arrangements in which the directors are interested are open for inspection online.

71

00:15:36.149 --> 00:15:46.019

I would like you to take you through certain points regarding the participation in this meeting, which have been already communicated to you via notes to the AGM notice.

72

00:15:46.019 --> 00:15:50.578

Request the members to kindly adhere to the same for smooth conduct of the meeting.

73

00:15:50.578 --> 00:15:54.328

A facility of joining the AGM through video conferencing.

74

00:15:54.328 --> 00:16:00.568

other audio-visual means is being made available for the members on the 1st come 1st, sort of basis.

75

00:16:00.568 --> 00:16:03.839

All Members who have joined this Meeting are by default, placed on a mute mode

76

00:16:03.839 --> 00:16:08.999

by the host to avoid any disturbance arising from background noise.

77

00:16:08.999 --> 00:16:16.168

Once the question answer session starts, the names of the Members who have registered as Speaker will be announced one by one.

78

00:16:16.168 --> 00:16:20.938

The concerned speaker will thereafter be unmuted by the host to start speaking.

79

00:16:20.938 --> 00:16:24.599

If the speaker is not able to join through video for any reason.

80

00:16:24.599 --> 00:16:32.698

The speaker can speak through the audio mode. while speaking, the Speaker is requested to use Headphones so that he is clearly audible.

81

00:16:32.698 --> 00:16:39.538

Also, he is requested to minimize any ambient noise and ensure that wifi is not connected to any other device

82

00:16:39.538 --> 00:16:47.788

so as to achieve maximum bandwidth. In case there is any connectivity problem at the Speaker's end, we would request next speaker to join

83

00:16:47.788 --> 00:16:57.538

Once all the speakers finish their speech, opportunity will be provided once again to those speakers who could not speak earlier due to connectivity issue.

84

00:16:57.538 --> 00:17:03.749

We would like to request the speakers to kindly limit their speech to 3 minutes.

85

00:17:03.749 --> 00:17:07.798

The speakers who have sent the questions in advance, in the interest of time,

86

00:17:07.798 --> 00:17:21.148

may not kindly repeat the same. During the AGM if any member faces any technical issue, he may contact the helpline number 1800222990 which has been also mentioned in the Notice of the AGM.

87

00:17:21.864 --> 00:17:34.824

Pursuant to the applicable provisions of the Companies Act 2013, read with Rules formed thereunder and SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, the Company had provided the facility of remote e-voting as per the timeline mentioned in the Notice.

88

00:17:36.598 --> 00:17:41.729

The remote e-voting has already concluded on 3 May 2021 at 5.00 P.M. IST.

89

00:17:41.729 --> 00:17:49.979

Members attending the AGM and who have not voted using remote e-voting platform, shall be able to cast their vote during the AGM.

90

00:17:49.979 --> 00:17:57.118

The window for e-voting has been activated and Members can cast their votes simultaneously while participating in the proceedings of the Meeting.

91

00:17:57.118 --> 00:18:01.979

Thank you very much. Now may I request Chairman to take forward from this point.

92

00:18:01.979 --> 00:18:05.489

Thank you Mr. Abhijit.

93

00:18:05.489 --> 00:18:10.648

Am I being hired? Yes, sir
once again. Good morning.

94

00:18:10.648 --> 00:18:17.068

I welcome you all to the 65th AGM. This Meeting on virtual platform is necessitated on account of the various travel restrictions and social distancing which made

95

00:18:17.068 --> 00:18:26.338

it difficult to assemble at a common venue.

96

00:18:27.628 --> 00:18:31.048

The AGM noticed along with the annual report.

97

00:18:31.048 --> 00:18:34.949

for the financial year ended 31 December 2020

98

00:18:34.949 --> 00:18:38.848

was sent to the Members on their registered email addresses .

99

00:18:38.848 --> 00:18:44.009

Since the notice of AGM was circulated all the members, I take the notice, as read.

100

00:18:45.689 --> 00:18:49.679

There are no qualifications and observations or comments.

101

00:18:49.679 --> 00:18:55.949

or other remarks on the financial statements of the Company which have any material adverse effect

102

00:18:55.949 --> 00:19:01.739

on the functioning of the Company, from Statutory or Secretarial Auditors.

103

00:19:01.739 --> 00:19:06.719

The report and the MDA, which is management and discussion and analysis.

104

00:19:06.719 --> 00:19:09.959

Properly summarizes the financial highlights.

105

00:19:09.959 --> 00:19:14.098

And significant business development for the year 2020.

106

00:19:14.098 --> 00:19:17.098

Whereas the corporate governance report highlights.

107

00:19:17.098 --> 00:19:20.519

The governance standards followed by the company.

108

00:19:20.519 --> 00:19:27.628

The board of directors is recommended a 50% dividend on the paid up share capital of the company.

109

00:19:27.628 --> 00:19:31.019

That is 5 Rs. Per equity share of Rs. 10 each.

110

00:19:31.019 --> 00:19:35.009

Which is in line with the dividend distribution policy of the company.

111

00:19:35.009 --> 00:19:41.398

Company comments, 2020 with integration of the newly acquired business.

112

00:19:41.398 --> 00:19:47.909

The wire enamel from Huber, which allowed the company to offer existing and new customers.

113

00:19:47.909 --> 00:19:54.538

Even more individualized solutions besides sending this technology leadership.

114

00:19:54.538 --> 00:20:02.489

In the wire enamel segment. Covid 19, caused disruption to the company's plan for the year.

115

00:20:02.489 --> 00:20:11.368

The company to quickly reprioritize its efforts to ensure that the safety and well being of its employees.

116

00:20:11.368 --> 00:20:15.628

Plants and offices for maintain during the periods.

117

00:20:15.628 --> 00:20:21.868

Of the extended locked down, but at the same time, ensuring the requirements of its customers.

118

00:20:21.868 --> 00:20:29.608

Who relied on the company served despite the challenging scenarios created by the lockdown implementation.

119

00:20:29.608 --> 00:20:37.409

Across the various states, the resilience demonstrated by your company's employees and other stakeholders.

120

00:20:37.409 --> 00:20:43.679

Combined with the investment made in the advance, the ERP system and its platforms.

121

00:20:43.679 --> 00:20:50.429

Stated the R & D facilities and the continuing progress in developing process technology.

122

00:20:50.429 --> 00:20:54.749

Allow the company to sustain its operations with an optimal.

123

00:20:54.749 --> 00:20:58.499

Cost position while at the same time rebound quickly.

124

00:20:58.499 --> 00:21:05.249

Once the market situation improves. The result when the resilience of the company's employees ensures.

125

00:21:05.249 --> 00:21:09.209

wellbeing of its people and work basis were protected.

126

00:21:09.209 --> 00:21:13.108

But at the same time, demonstrating, diligence and managing costs.

127

00:21:13.108 --> 00:21:18.989

And cash, we're operating in an environment with severe constraints, compared to the past.

128

00:21:18.989 --> 00:21:25.588

To this period and Glacier the company continue to work with relevant stakeholders.

129

00:21:25.588 --> 00:21:32.308

To ensure that the issues raised or addressed appropriately and to the satisfaction of.

130

00:21:32.308 --> 00:21:36.568

The stakeholders the company is invested in the infrastructure.

131

00:21:36.568 --> 00:21:41.939

And the location and continues to deliver on the commitments, made to the stakeholders.

132

00:21:41.939 --> 00:21:47.548

The company did its best under these circumstances to retain these position in the market.

133

00:21:48.659 --> 00:21:54.179

In 2020, the company saw a drop of 3% in revenue.

134

00:21:54.179 --> 00:22:01.949

The company's profit before tax increase by 25.75%.

135

00:22:01.949 --> 00:22:07.679

Understanding customers stated and unstated needs and devising solutions.

136

00:22:07.679 --> 00:22:12.659

To address then we made the bedrock of your company's business philosophy.

137

00:22:12.659 --> 00:22:16.288

Therefore the past.

138

00:22:16.288 --> 00:22:21.388

Yeah, reprioritize some of the projects, your companies.

139

00:22:21.388 --> 00:22:26.669

Your Company's efforts to build on its technology leadership, committed team.

140

00:22:26.669 --> 00:22:31.229

Efficient operations supporting a customer saying that approach.

141

00:22:31.229 --> 00:22:35.489

To position it well, in the new and challenging external environment.

142

00:22:35.489 --> 00:22:44.159

That emerged post the pandemic. The company has re- evaluated its strategy to sustain this position in the market.

143

00:22:44.159 --> 00:22:47.999

while at the same time identifying new segments for growth.

144

00:22:47.999 --> 00:22:51.419

On Corporate Social Responsibility arena,

145

00:22:51.419 --> 00:22:55.019

Covid -19 pandemic and consequent lockdowns and also natural calamities,

146

00:22:55.019 --> 00:23:00.628

made the Company to re-align its CSR activities.

147

00:23:00.628 --> 00:23:07.078

Being the need of an hour, the Company contributed majority of its CSR spend to PMCARES and PMNRF funds.

148

00:23:07.078 --> 00:23:10.828

Safety is at the forefront when it comes to our operations and processes.

149

00:23:10.828 --> 00:23:15.719

Your Company continues with its no accident record for several years. The Company is focused on identifying opportunities to improve its processes and capabilities around Quality, Environment, Health and Safety. These continue to be accorded the highest priority & are constantly reviewed for identification of opportunities to reduce wastes and conserve natural resources.

150

00:23:15.719 --> 00:23:20.818

Company continues where there's no accident record.

151

00:23:20.818 --> 00:23:28.259

To conclude, I would like to express my sincere thanks to my colleagues on the Board for their continuous and valuable contribution.

152

00:23:28.259 --> 00:23:33.449

I also thank the ALTANA management for its continued

153

00:23:33.449 --> 00:23:37.108

and unstinting support on all fronts.

154

00:23:37.108 --> 00:23:45.148

Here, I also wish to place on record our sincere appreciation of the contribution made by all employees of the Company.

155

00:23:45.148 --> 00:23:48.898

Finally,

156

00:23:48.898 --> 00:23:55.499

I wish to thank you (shareholders)

157

00:23:55.499 --> 00:24:02.939

for the interest you have shown

158

00:24:02.939 --> 00:24:07.199

in the affairs of the Company for all these years.

159

00:24:07.199 --> 00:24:11.128

Now

160

00:24:11.128 --> 00:24:15.088

I request Mr. Abhijit Tikekar

161

00:24:15.088 --> 00:24:18.959

to narrate each item of agenda

162

00:24:18.959 --> 00:24:24.179

for the benefit of

163

00:24:24.179 --> 00:24:27.808

the Shareholders.

164

00:24:32.068 --> 00:24:44.308

Abhijit, Sorry, you can't be heard.

Extremely sorry, Thank you Chairman. I would like, now, like to read out each item of agenda for the benefit of shareholders.

165

00:24:46.409 --> 00:24:50.848

Item number 1 is adoption of Balance sheet as at 31st, December 2020.

166

00:24:50.848 --> 00:24:58.048

And a statement of profit and loss, for the year end date on that date, along with the Directors' report and auditors report.

167

00:24:58.048 --> 00:25:03.509

Item number 2 is the declaration of dividend on equity shares for the 2020.

168

00:25:03.509 --> 00:25:11.038

Item 3 is to appoint a director in place of Dr. Guido Forstbach who's DIN is 00427508.

169

00:25:11.038 --> 00:25:24.929

Who retires and offer himself for the appointment,

Item number 4 is ordinary resolution reappoint Price Waterhouse, charter accountants, LPs, statutory auditors for the 2nd term.

170

00:25:24.929 --> 00:25:34.439

Item number 5 is ordinary resolution to ratify the remuneration paid Dhananjay V Joshi & associates Cost accountants, Pune Firm registration number .

171

00:25:34.439 --> 00:25:46.709

000030 appointed by the board of directors of the company to conduct audit of the cost records of the company for the financial year ending on 31st, December 2020.

172

00:25:46.709 --> 00:25:56.788

Item number 6 is special resolution for re-appointment and terms of remuneration of Mr. Milind Talathi (DIN : 07321958)

173

00:25:56.788 --> 00:26:05.909

as Whole-Time Director of the Company for a period of 2 years with effect from 27 February 2021 to 26 February 2023

174

00:26:05.909 --> 00:26:14.249

on such terms & conditions including those relating to the remuneration as set out in the Agreement dated 23 February 2021

175

00:26:14.249 --> 00:26:23.249

entered into between him and the Company

, since all the resolutions are put to work through remote e voting process, there will be no proposing and seconding of resolutions.

176

00:26:23.249 --> 00:26:32.038

Now, I request the shareholders given their names to speak at the AGM to express their views and ask where is on the working of the company.

177

00:26:32.038 --> 00:26:38.159

As we have got almost 14 speakers, I would request each to speak for a not more than 3 minutes.

178

00:26:38.159 --> 00:26:46.499

All the questions received before the AGM and questions, which will be asked by the members will be responded after all speakers have completed expressing their views.

179

00:26:46.499 --> 00:26:53.308

Or asking the queries, I request the host to unmute 1st speaker. That is Mr. Vinod Agarwal.

180

00:26:56.398 --> 00:27:04.858

Sure.

181

00:27:04.858 --> 00:27:10.558

Can you hear me?

Yeah. Yeah.

Hello. Can you hear?

Yes please.

182

00:27:16.199 --> 00:27:26.759

Yes, we can hear you. Please ask you a question.

183

00:27:29.183 --> 00:27:36.203

And now, even after the dividend, we shareholder are required to pay taxes . It was the case last year.

184

00:27:36.384 --> 00:27:45.864

So now I would request the management to consider this in the future dividend policy that the DDT savings are passed on to the shareholder.

185

00:27:46.193 --> 00:27:58.703

And I'm happy that the company is a debt free, and maybe enough a company that we can have a 1 bonus issue or stock split something.

186

00:27:58.854 --> 00:28:11.034

Because now the ship is holding beyond 3500 for most of the time. Stock Split can be taken place or bonus can be issued by company. All the best for the future.

Thank you very Mr. Agarwal.

187

00:28:12.028 --> 00:28:21.898

We move to the next speaker, my request, the moderator to unmute 2nd speaker. That is Mrs. Lekha Shah

188

00:28:21.898 --> 00:28:28.108

Hello.

189

00:28:28.108 --> 00:28:33.659

Can you hear me Sir, Abhijit ji.

190

00:28:33.659 --> 00:28:37.378

Yes, ma'am. Hear you please start your video ask you a question.

191

00:28:39.449 --> 00:28:42.989

Respect the chairman Sir, board of directors.

192

00:28:42.989 --> 00:28:49.108

And my fellow members good morning to all of you
myself, Lekha Shah from Mumbai.

193

00:28:49.108 --> 00:28:54.808

Sir, my favorite Company Sunshield ka Chairman.

194

00:28:54.808 --> 00:29:00.388

Mr. Shenoy.

195

00:29:01.679 --> 00:29:09.088

Mai Shenoy sir ko dekhi bahut khush huyee

thank you. ,.

196

00:29:09.088 --> 00:29:15.298

Aap kaise ho Sir.

Thik hu madam

197

00:29:15.298 --> 00:29:27.773

Thank you

198

00:29:27.983 --> 00:29:31.643

I am very much thankful to Abhijit Sir and Kuber ji for providing very good investors Services by sending me investors services by email well in time during this difficult situations .

199

00:29:32.429 --> 00:29:40.318

Thank you. Bye. Thanks for that. This is the 2nd AGM. is connected through video conference.

200

00:29:40.318 --> 00:29:48.749

I hope next year by the grace of God, the situation get better and we have a physical meeting.

201

00:29:48.749 --> 00:29:54.239

Chairman Sir, I pray to God that he always Showers his blessing.

202

00:29:54.239 --> 00:30:04.078

Upon you, sir, I'm confident that with your mission and determination, you will lead a company to create that height.

203

00:30:04.078 --> 00:30:12.509

And also I paid to God the company should progress more and more. And then you and the teams.

204

00:30:12.509 --> 00:30:15.659

Sir, I would like, ask a few questions.

205

00:30:15.659 --> 00:30:30.358

My 1st question is, what are the learning from the lock down and how the company implementing those learning? My 2nd question is how we are engaging our employees.

206

00:30:30.358 --> 00:30:34.229

My third question is how the company.

207

00:30:34.229 --> 00:30:37.588

Preparing post covid period.

208

00:30:37.588 --> 00:30:42.479

My fourth question is what is that, what is the map for the next two years ?

209

00:30:42.479 --> 00:30:49.378

So, I wish our company good look for a bright future and I support all the solutions.

210

00:30:49.378 --> 00:30:53.969

Thank you

thank you very much ma'am. For your kind words.

211

00:30:53.969 --> 00:31:01.828

now, may I request the host to unmute the next speaker. That is Mr. Deepankar Purkayastha.

212

00:31:01.828 --> 00:31:10.679

Yeah, Now you have been unmuted and placed in the meeting. You can start your video and you're your question.

213

00:31:10.679 --> 00:31:19.739

Good morning, uh, in his opening guidelines, the company Secretary had said that, uh, shareholders who had sent in that question in advance.

214

00:31:19.739 --> 00:31:32.124

Should not repeat those questions I see the purpose of sending the questions in advance is to facilitate a timely reply and collection of data by the company not, I think, to prevent other shareholders.

215

00:31:32.124 --> 00:31:45.534

knowing, what are the questions asked by some other shareholder? So, with your permission, I would, I have sent my question in advance. I'll quickly recap the question and I will ensure that I stay within your 3 minute guideline.

216

00:31:46.403 --> 00:31:58.253

So, my 1st question was that last year you acquired this wire enamel business of huber group, which was running with revenues of 39.77 Cr. and profits of 3.69 Cr. per annum in every quarterly.

217

00:31:58.253 --> 00:32:06.324

A result of yours you have been saying that results are not comparable with the previous quarter because of this business.

218

00:32:06.324 --> 00:32:18.472

So just would like to know what was the actual incremental revenues and profits achieved on this account during Financial year 20. that is revenues that would otherwise not have been achieved without this acquisition.

219

00:32:21.509 --> 00:32:27.479

So that we can know once and for all, how much is the, uh, addition that has come because of this.

220

00:32:27.479 --> 00:32:37.588

2nd thing is during FY 20, you have got very good operating profit margin. If you go back. I think this is the highest amongst the last 10 years.

221

00:32:37.588 --> 00:32:48.719

And this doesn't contribute substantially by the reduction in the cost of raw materials consume. So, I just would like to understand, uh, which are the raw material costs, which have come down.

222

00:32:48.719 --> 00:32:57.028

And especially the sharp improvement over the previous 2 years. And how much of this improvement is, uh, in margins you feel is sustainable.

223

00:32:57.028 --> 00:33:06.269

Seen the last AGM it was stated by the MD that 50% of enameled aluminum wires are imported from China.

224

00:33:06.269 --> 00:33:15.959

So, currently, what is the percentage after so much of a discussion on geopolitical affairs and all?

So what is the current percentage of.

225

00:33:15.959 --> 00:33:20.219

Uh, India's imports of, uh, aluminum wires from China.

226

00:33:20.219 --> 00:33:32.189

And what is that company's market share in this segment? Now after the acquisition of the group and a reduction in imports from China? My final set of questions are on the Capex.

227

00:33:32.189 --> 00:33:41.669

See, last year Capex as per cash flow statement was about 13 Cr. And at the AGM MD had stated that this was mainly on account of.

228

00:33:41.669 --> 00:33:53.933

Ankleshwar Rectification, you know, this pollution control issues plus there are some minor efficiency improvements in, ERP and business intelligence, and some preliminary expenditure on the Ankleshwar expansion.

229

00:33:54.233 --> 00:33:58.163

So this year, the Capex of approximately 17 Cr.,

230

00:33:58.163 --> 00:33:59.574

which is shown in cash flow,

231

00:33:59.814 --> 00:34:02.364

how much is going to be on account replacement,

232

00:34:02.364 --> 00:34:10.434

maintenance rectification and how much on expansion and new product lines and if you can give some details of expansion and new product line,

233

00:34:10.853 --> 00:34:14.514

then I'm puzzled by 2 aspects of your capital expenditure see,

234

00:34:14.514 --> 00:34:18.114

you are having showing capital work in progress on 31st,

235

00:34:18.114 --> 00:34:18.353

December,

236

00:34:18.353 --> 00:34:18.804

18.

237

00:34:18.833 --> 00:34:25.704

it was 43 Lakhs as on December 19. it was almost 10 Cr. as on 31st, December 20, 17 Cr..

238

00:34:28.018 --> 00:34:38.579

But the amount which are getting transferred to the property plans and equipment that is after the work, if capital work in progress is over, it's 2.61 Cr. in FY, 19.

239

00:34:38.579 --> 00:34:51.088

3.8 Cr., very, very low amounts, which have been actually booked as a PPE, when, compared with the overhang or work in progress. So why is there such slow progress?

240

00:34:51.088 --> 00:34:56.248

In completing the capital work in progress, if you can throw some light and finally.

241

00:34:56.248 --> 00:35:07.918

In the foot note to the balance sheet, there is an estimated amount of contracts remains to be executed. And capital account is 53 Cr. actually grows last year. Only it was 3 and a half Cr. Last year .

242

00:35:07.918 --> 00:35:15.208

So, what do these contracts represent that is what is this expenditure for and when is this work expected to be completed?

243

00:35:15.208 --> 00:35:20.518

That's all, thank you for the time and good day.

244

00:35:21.838 --> 00:35:26.909

Thank you very much. Mr. Purkayasta

245

00:35:26.909 --> 00:35:31.079

How can we want to next? Please Mr.

246

00:35:31.079 --> 00:35:34.798

Moderator please unmute. Mr. Sudhir Golecha.

247

00:35:36.119 --> 00:35:39.898

Yes, good morning.

248

00:35:39.898 --> 00:35:42.989

Good morning sir.

249

00:35:42.989 --> 00:35:48.838

Hello? Good morning, sir.

Yeah, I have a few questions on that.

250

00:35:48.838 --> 00:35:55.498

The 1st Question is last year, we have applied of permission to set up 72 Mt. Ton plant at Talegaon.

251

00:35:55.498 --> 00:35:59.789

What is the current approval status of the project?

252

00:35:59.789 --> 00:36:03.239

Is MPCB /hearing over.

253

00:36:05.128 --> 00:36:09.778

The 2nd is having paid 10% of land was to MIDC.

254

00:36:09.778 --> 00:36:15.148

Are we planning to pay remaining 90% by may or June? 21?

255

00:36:15.148 --> 00:36:18.509

Without attacking penalty clause.

256

00:36:18.509 --> 00:36:24.239

The 3rd point is you have given implementation schedule of this project.

257

00:36:24.239 --> 00:36:28.648

In 5 to 6 phases for a period of 5 years.

258

00:36:28.648 --> 00:36:33.059

In phase 1, which you want to complete the next 2 years.

259

00:36:33.059 --> 00:36:38.248

Post approval, what shall be our capacity in this phase 1.

260

00:36:38.248 --> 00:36:43.949

The fourth point is that, post completion of all the phases.

261

00:36:43.949 --> 00:36:48.028

What shall be the capacity in terms of wire Enamels?

262

00:36:48.028 --> 00:36:51.478

Varnishes And coatings for time.

263

00:36:53.188 --> 00:36:57.358

The 5th one is in the last 2 quarterly workings.

264

00:36:57.358 --> 00:37:02.579

We have seen margin expansion. Is it new normal for us?

265

00:37:02.579 --> 00:37:07.048

Is it new normal for us? The 6th one is.

266

00:37:07.048 --> 00:37:10.739

Many raw material prices have gone up to the roof.

267

00:37:10.739 --> 00:37:15.509

And you have stated in annual report of a strong demand for our finished products.

268

00:37:15.509 --> 00:37:18.869

We need help us maintain our margins.

269

00:37:20.309 --> 00:37:25.139

That's all Sir, thank you.

270

00:37:25.139 --> 00:37:28.768

Thank you very much. Mr. Sudhir Golecha

271

00:37:28.768 --> 00:37:34.559

Uh, can we unmute our next speaker that is Mr. Harshit Golecha please?

272

00:37:34.559 --> 00:37:38.639

Hello, very good morning. Sir.

273

00:37:38.639 --> 00:37:45.659

Good morning Harshit.

yeah, I have only 4 cushions. Not much. I hope this time. All my questions are.

274

00:37:45.659 --> 00:37:50.338

Answered like, not last time was due to the time concerned. We couldn't answer.

275

00:37:50.338 --> 00:37:56.489

Okay, the 1st question is we haven't mentioned anything about the Talegaon project in our annual report.

276

00:37:56.489 --> 00:38:11.159

How much will be the second segment from that I need the contribution of wire enamel as well as the EL segment out of 72,700 odd tone. How much will be the percentage of wire enamel segment and EL.

277

00:38:11.159 --> 00:38:17.400

are there any plans of shifting our operations and expansion?

278

00:38:18.809 --> 00:38:25.980

Plan of 48,000 ton if the delay getting delay in getting permission continues in the Ankleshwar region.

279

00:38:25.980 --> 00:38:35.760

Because hardly 40 to 42, hardly from our existing plan. That is Ankleshwar it's only 40 to 42 kilometers away Bharuch where PCPIR is there.

280

00:38:35.760 --> 00:38:41.309

and why don't we the plan or have.

281

00:38:41.309 --> 00:38:44.369

Backup option over there.

282

00:38:44.369 --> 00:38:58.860

In Ankleshwar, the new capacity, which we are not able to get the permission for the 48,000 tons. I need the split up in that. Also how much will be the wire enamel and how much will be the EL.

283

00:38:58.860 --> 00:39:04.920

Segment and last has the Acrylic coating being absorbed.

284

00:39:04.920 --> 00:39:19.409

And when will be commercialize it in the form of series, because outside India, our company has many products example conap. And this thing or the other 1 is.

285

00:39:19.409 --> 00:39:28.469

How should I Conap and Bectron , etc and.

286

00:39:28.469 --> 00:39:35.010

Our mobile sector itself has increased in the market size.

287

00:39:35.010 --> 00:39:39.360

So, how are we going to contribute, or how are we going to participate in that?

288

00:39:39.360 --> 00:39:42.840

Thank you, sir. I have all the questions have answered.

289

00:39:42.840 --> 00:39:46.920

Thank you. Thank you. Mr. Harshit

290

00:39:46.920 --> 00:39:50.820

We may request Moderator to unmute our 6 speaker that is Mr. Ashok B Jain

291

00:39:50.820 --> 00:39:54.809

Hello, sir.

292

00:39:54.809 --> 00:39:59.250

Am I audible

Yes, you are. Please ask you a question.

Yeah, thank you so much.

293

00:39:59.250 --> 00:40:08.309

Good Morning everybody, I have a couple of questions. I won't repeat the question, which are asked by my fellow shareholders. I just stick to the questions, which are not being asked.

294

00:40:08.309 --> 00:40:11.880

On page 15 we have written that under R & D benefits.

295

00:40:11.880 --> 00:40:15.659

We have reported the new allotment of conferral coatings.

296

00:40:15.659 --> 00:40:20.309

Please explain in terms of layman importance of the same.

297

00:40:20.309 --> 00:40:29.550

The one of the thing was asked by other shareholders, so on page 33, you have spoken about the emerging opportunities and e mobility and consumer electronics.

298

00:40:29.550 --> 00:40:41.219

Currently, do we have products to this segment? What are our plans to enhance his range? And the 3rd question is that our Construction Chemical division is not doing well.

299

00:40:41.219 --> 00:40:48.510

Whereas a group Company ELANTAS is reduced fully transparent, a proxy resign for ornamental Stone market.

300

00:40:48.510 --> 00:40:54.960

Do we have plans to introduce in India Market as well?

301

00:40:54.960 --> 00:40:58.829

Our Report States.

302

00:40:58.829 --> 00:41:05.940

That we have introduced many innovative products last year in thermal interface material that is TIM.

303

00:41:05.940 --> 00:41:09.449

What was the initial response and what is the future scope.

304

00:41:10.739 --> 00:41:13.980

So, in spite of growth the year, last year.

305

00:41:13.980 --> 00:41:19.079

We have stated that we are confident of achieving good growth in the current year.

306

00:41:19.079 --> 00:41:22.860

If things return to normal after this Covid wave.

307

00:41:22.860 --> 00:41:28.889

We'll you'll be 20-25% of our top line in in 2021.

308

00:41:28.889 --> 00:41:33.360

Whereas we are just having 13-14% for last many, many years.

309

00:41:33.360 --> 00:41:38.760

So, because of the strong growth anticipating, can it be 20-25% of our top line?

310

00:41:38.760 --> 00:41:42.389

So, margins, uh, my fellow shareholders asked.

311

00:41:42.389 --> 00:41:51.210

That is because of his fixed savings and raw material cost. Can you just explain how much we have saved in the fixed cost during Covid last year.

312

00:41:51.210 --> 00:41:55.559

Capital work in Progress was asked by fellow shareholder.

313

00:41:55.559 --> 00:42:00.630

We had a sale of traded goods rose from 1 Cr. to 22 Cr..

314

00:42:00.630 --> 00:42:09.929

Are we giving out low margin items to outside vendors and focusing ourselves on high margin technology? Advanced products.

315

00:42:09.929 --> 00:42:14.460

Because this is the 1st time we, when we are having this kind of traded goods turnover.

316

00:42:14.460 --> 00:42:19.949

Sir, I read the article written by our MD in catalyst with great interest.

317

00:42:19.949 --> 00:42:24.929

This is a perspective in the sustainable Eco friendly development is exemplary.

318

00:42:24.929 --> 00:42:33.630

There are hardly very few companies in India who think about sustaining and the safety. Most of the management they think about profits only.

319

00:42:33.630 --> 00:42:39.179

Also the same article, he has expressed a positive opinion about the PCPR Region.

320

00:42:39.179 --> 00:42:42.690

Uh, do we have I think this was asked by my fellow shareholder.

321

00:42:43.920 --> 00:42:51.539

Expansion is before the shift to the which is a nearby.

322

00:42:51.539 --> 00:42:54.719

Sir the land as presented a functional.

323

00:42:54.719 --> 00:42:58.380

For printed electronics in digital conference recently.

324

00:42:58.380 --> 00:43:03.570

E Mobility sector, give us an opportunity to introduce these products.

325

00:43:03.570 --> 00:43:06.780

In India in the near future and the last 1.

326

00:43:06.780 --> 00:43:12.059

And the last 1, sir, our investment property in Pimpri was a for sale.

327

00:43:12.059 --> 00:43:18.570

Any deal or negotiation for the same Thank you so much. Sir my son can continue in the same this thing.

328

00:43:18.570 --> 00:43:22.829

Yes, please yes.

329

00:43:25.920 --> 00:43:37.860

Emma.

330

00:43:39.179 --> 00:43:43.019

Yeah, uh, okay. Okay.

331

00:43:43.019 --> 00:43:46.710

Uh.

332

00:43:46.710 --> 00:43:56.639

The entire board of directors and everybody else. So as per recent media reports in the e-mobility segment.

333

00:43:56.639 --> 00:44:00.929

Uh, uh, Mahindra has started making.

334

00:44:00.929 --> 00:44:08.670

Two Wheelers .

335

00:44:08.670 --> 00:44:11.730

Hello.

336

00:44:11.730 --> 00:44:16.409

Can't hear you.

337

00:44:16.409 --> 00:44:20.610

A Tata Motors has been working aggressively on Nexon ? A.

338

00:44:20.610 --> 00:44:28.409

And Ather anergy one of our Clients is in the area of two wheelers.

339

00:44:28.409 --> 00:44:33.000

You can't hear me?, uh, is it okay now?.

340

00:44:33.000 --> 00:44:36.630

Uh, yes, yes.

341

00:44:39.659 --> 00:44:42.929

Uh, am I on this.

342

00:44:42.929 --> 00:44:54.690

Yeah, yeah. Okay. Okay. We can so I, I will repeat everything again, sir as well. Okay. As per the recent media reports

343

00:44:58.105 --> 00:45:12.264

Mahindra has started EV three wheelers, Bajaj has started making EV two-wheeler Chetak, Ather anergy one of our Clients is making two wheelers similarly in the consumer electronics restaurant there has been aggressive by Samsung Bistron technologies, etc.

344

00:45:12.804 --> 00:45:27.655

Do we have some of these names in our customer list currently? And the 2nd question is how are inquiries from these new players, and the others, the other new players who are entering the market. Now, how, how has been the inquiry status.

345

00:45:27.929 --> 00:45:40.110

My 2nd question, is Sir, uh, we received the Ankleshwar expansion approval, and it has been 3 or 4 years now. And, uh, we also received the consent to operate CTO.

346

00:45:40.110 --> 00:45:48.719

As informed by our previous MD Mr. Ravindra Kumar two years ago

347

00:45:49.735 --> 00:45:51.954

He did inform in 2019 our company has already purchased reactors and machinery,

348

00:45:51.954 --> 00:45:52.375

but still,

349

00:45:53.994 --> 00:45:57.565

we are not able to expand due to government regulations,

350

00:45:57.565 --> 00:45:57.684

uh,

351

00:45:57.684 --> 00:46:02.215

as the Gujrat government has been promoting the hedge,

352

00:46:02.215 --> 00:46:07.974

which is in our Bharuch district to attract chemical and petrochemical projects.

353

00:46:08.005 --> 00:46:21.324

Are we open to looking at the hedge to expand instead of a problematic Ankleshwar? Uh, so so I would call it as a.

354

00:46:21.324 --> 00:46:29.815

so, if possible, uh, are we really open to moving to another site to carry out a expansions and capacity.

355

00:46:32.489 --> 00:46:44.454

Uh, the next question is the, uh, we all know that electric vehicles will have copper wires, uh, motors, and also a lot of electronic parts, uh, as opposed to fossil fuel based vitals.

356

00:46:44.815 --> 00:46:57.625

Uh, can you please explain in what ratio or percentage terms of a, wire enamel and varnishes and conformal coatings will be used in one particular electric vehicle.

357

00:46:58.614 --> 00:47:09.324

Like, a, um, a Two-wheeler, passenger car, uh, uh, what will be the ratio of Wire Enamels, uh, Conformal Coatings things that will be used.

358

00:47:09.655 --> 00:47:21.804

Uh, and, uh, so, uh, I'm sure you can explain this in a layman's terms. Uh, uh, as a ultimate parent BMW is already into, uh, electric passenger Vehicle sales.

359

00:47:21.985 --> 00:47:27.054

I mean, they are supposed to be doing extremely well now, uh, the next question.

360

00:47:27.480 --> 00:47:33.659

Are we open to the idea of importing.

361

00:47:33.659 --> 00:47:47.130

And supplying, products from our group companies of worldwide, uh, you know, products that we don't necessarily.

362

00:47:47.130 --> 00:47:51.599

Make right now in India.

363

00:47:51.599 --> 00:47:55.380

And the thing that.

364

00:47:55.380 --> 00:47:59.460

A good.

365

00:47:59.460 --> 00:48:03.239

You know.

366

00:48:03.239 --> 00:48:16.260

Because the approval problem we have seen to be are pretty hazardous.

367

00:48:16.260 --> 00:48:23.519

So can make a a product industry.

368

00:48:23.519 --> 00:48:34.735

So, are we really open to importing the contents and supplying these products to our customers if they're suddenly a big spike in demand or something?

369

00:48:34.735 --> 00:48:34.824

So,

370

00:48:34.824 --> 00:48:39.445

I just wanted to know if you really have a line of thought companies as my last question is,

371

00:48:39.985 --> 00:48:41.755

how can India uh,

372

00:48:41.784 --> 00:48:41.965

but,

373

00:48:41.965 --> 00:48:42.324

but,

374

00:48:42.355 --> 00:48:53.155

but nice operating their operation that most of the industrial sector has probably been managing through this a really a difficult Covid.

375

00:48:53.155 --> 00:49:05.215

2nd wave phase, uh, what what has been the kind of impact on our demand uh, if you could just explain that, uh, briefly, uh, I really, thank you for your time. Uh, thanks a lot, sir, thank you.

376

00:49:05.244 --> 00:49:08.965

My best wishes for this year, and the, next in the future. Thank you.

377

00:49:10.559 --> 00:49:19.110

Thank you. Mr. Dilip Jain

May I request the host to unmute Mr. Sarbananda Gattani.

378

00:49:21.239 --> 00:49:25.650

Yeah, Hello.

379

00:49:25.650 --> 00:49:30.690

Good morning sir. I am CA Sarbananda Gattani from Kolkata.

380

00:49:30.690 --> 00:49:34.619

I'm a very old Shareholder, maybe more than 20 years.

381

00:49:34.619 --> 00:49:38.670

I don't remember this in a possible.

382

00:49:38.670 --> 00:49:43.860

Otherwise, I always study the Balancesheet, and very, very good company.

383

00:49:43.860 --> 00:49:47.130

Say that list, sir, but still, I have some queries.

384

00:49:47.130 --> 00:49:52.800

A company ka forex earnings is 5.16 Cr..

385

00:49:52.800 --> 00:49:56.010

Outgo is 54.72 Cr.

386

00:49:56.010 --> 00:50:02.400

Vahi, in India of the foreign reserve? Sir? My 1st, query was that.

387

00:50:02.400 --> 00:50:05.789

There are 2.5% of customer complaints.

388

00:50:05.789 --> 00:50:09.389

Pending as at the end of the financial year.

389

00:50:09.389 --> 00:50:17.340

Why is it? So, sir, that was my 2nd, my 3rd queries. Statutory dues pending against the company.

390

00:50:17.340 --> 00:50:21.690

Is 203.5 lakhs what is the status as of now?

391

00:50:21.690 --> 00:50:28.920

3rd query dividend is Rs. 5. I'm not at all happy. Dividend out go is Rs. .

392

00:50:28.920 --> 00:50:35.789

3.96 Cr. our profit is 61.50 Cr. .

393

00:50:35.789 --> 00:50:41.070

Why is it? So hum log dus pandhra rupaya ka Dividend kyu nahi de pa rahe hai ?

394

00:50:41.070 --> 00:50:44.159

Where are you? I don't know.

395

00:50:44.159 --> 00:50:49.260

3700 Rupaya Share ka dam hai aur 5 rupaya leke aadmi kya karega.

396

00:50:49.260 --> 00:50:54.750

My query 4th query is Sir, Mereko MD and CFO ka salary dikha. MD ka salary hai 203.01 Lakhs. And CFO Sanjay ji ka hai is 74.16 laksh. Lekin muze CS Abhijit ji ka salary mereko mila nahi.

397

00:50:54.750 --> 00:51:04.559

Ho sakta hai mai miss kiya hu to mai request karta hu ki kis page pe unka salary hai.

398

00:51:04.559 --> 00:51:11.789

I request Company Secretary to give this information in writing.

399

00:51:11.789 --> 00:51:17.010

uhh

400

00:51:18.599 --> 00:51:29.639

along with the March quarter is.

401

00:51:29.639 --> 00:51:32.670

Or ek bahut simple request hai mera.

402

00:51:32.670 --> 00:51:37.500

MD CFO and Company Secretary apna Vising Card de de koi problem nahi hai to muze courier kare.

403

00:51:37.500 --> 00:51:46.050

Mera, mobile number, and visiting card I have sent to the company.

404

00:51:46.050 --> 00:51:54.539

Find my, because I got a call from 1 assistant from the company secretary in my mobile that speaker.
Number is eight.

405

00:51:54.539 --> 00:52:08.760

Our Talegaon Project vagera Sab puch liya Sir.

406

00:52:08.760 --> 00:52:12.750

Mereko bhi uska reply chahiye writing me.

407

00:52:12.750 --> 00:52:18.449

Basically

408

00:52:18.449 --> 00:52:22.409

It is a good Company but how to make it better is my intention.

409

00:52:22.409 --> 00:52:26.340

Next year we see or can you.

410

00:52:26.340 --> 00:52:38.730

Thank you, sir.

Thank you so much, sir.

411

00:52:42.269 --> 00:52:48.059

May I Request moderator to unmute ninth speaker. That is Mr. Himanshu Upadhyaya.

412

00:52:51.210 --> 00:52:56.880

Yeah, Hello good morning.

413

00:52:56.880 --> 00:53:02.039

Yes, yeah, so I will not repeat my questions.

414

00:53:02.039 --> 00:53:10.469

I sent a list of questions. We only speak the important ones, which I wanted to get more clarity.

415

00:53:10.469 --> 00:53:21.900

And 1 request 2 requests, if you can reply point by point, it will be very helpful in 2nd when Mr. Srikumar was speaking we were not able to hear the things very clearly.

416

00:53:21.900 --> 00:53:29.250

So, when he is answering, please, if we can be loudly, it will be extremely helpful. 1. Here is too humble requests from my side.

417

00:53:29.250 --> 00:53:32.429

Yeah, well 1st question was.

418

00:53:32.429 --> 00:53:37.590

Uh, what percentage of sales would be to direct, uh, clients or OEMs.

419

00:53:37.590 --> 00:53:40.800

And what we through distribution channel.

420

00:53:40.800 --> 00:53:44.190

And which segment would be growing for us, and for higher growth.

421

00:53:44.190 --> 00:53:48.480

And for higher growth, we need to add more OEM clients.

422

00:53:48.480 --> 00:53:54.300

Or we think we are satisfied with the patient penetration with number of lines.

423

00:53:54.300 --> 00:53:58.409

And distribution lets growth has to be our strategy.

424

00:53:58.409 --> 00:54:02.849

Okay, so these were the 1st, 2 questions. Second third is.

425

00:54:02.849 --> 00:54:09.090

What percentage of revenue would be for from products introduced in the last 5 years. Okay.

426

00:54:09.090 --> 00:54:13.409

So, what is the innovation what we have done and how is it like.

427

00:54:13.409 --> 00:54:19.889

What was in our annual report? We have said that we do annual consumer service in general.

428

00:54:19.889 --> 00:54:25.409

What are the potential areas of improvement for us based on the customer service?

429

00:54:25.409 --> 00:54:32.280

And what are the attributes where we are better than the Competitors based on the survey? You can throw some light on that it will be highly helpful.

430

00:54:32.280 --> 00:54:42.900

5th is , we have stated that strategy for the companies to maintain market share and focus on new segments for growth.

431

00:54:42.900 --> 00:54:47.699

in our annual report, can you elaborate on what are the new segments for growth for us?

432

00:54:47.699 --> 00:54:52.349

And what are the products we are, which are growing faster pace for us?

433

00:54:53.429 --> 00:54:59.940

1 question on construction chemicals construction, chemicals includes a wide range of products.

434

00:54:59.940 --> 00:55:03.420

With number of large and small layers are creating in the market.

435

00:55:03.420 --> 00:55:06.659

What is our strategy to grow in that business and.

436

00:55:06.659 --> 00:55:10.860

What do you think can be a sweet spot for us to grow that?

437

00:55:10.860 --> 00:55:14.940

What are the M & A opportunities for us? In construction chemicals?

438

00:55:14.940 --> 00:55:18.360

And good, we look at a M & A to grow our business.

439

00:55:18.360 --> 00:55:22.019

7th question is already asked I am not repeating.

440

00:55:22.019 --> 00:55:25.050

We spend a substantial amount on R & D.

441

00:55:25.050 --> 00:55:28.530

Can you explain how do we track the effectiveness of .

442

00:55:28.530 --> 00:55:38.670

And value, we are getting out of R & D, our R & D includes both the components which we spent and which we also pay to the parent for the services.

443

00:55:38.670 --> 00:55:43.199

So, combined I am talking about, uh.

444

00:55:43.199 --> 00:55:48.840

What should what would be our market share today in primary and secondary insulation?

445

00:55:48.840 --> 00:55:53.219

and the size of market for primary and secondary insulation in India.

446

00:55:53.219 --> 00:55:56.280

Uh, the next is.

447

00:55:56.280 --> 00:56:05.849

And what rate? We expect the market for primary and secondary insulation to grow in next 3 to 5 years versus last 3 years growth rate.

448

00:56:05.849 --> 00:56:08.940

Next question has been already asked and.

449

00:56:08.940 --> 00:56:21.414

What would be the capacity utilization at both Ankleshwar and Pimpri sites for us and any possible capacity addition at these 2 locations? next uh,

450

00:56:22.074 --> 00:56:24.114

there is a lot of noise on Make in India,

451

00:56:24.144 --> 00:56:27.505

especially in white goods and electronic items assembly.

452

00:56:28.230 --> 00:56:35.309

Are we seeing any increase in the inquiry levels volume of take an increasing capacity from our existing customers?

453

00:56:35.309 --> 00:56:43.559

Also, in terms of capacity, do we have that required capacity to grow 6 to 7% volume for next 3 years?

454

00:56:43.559 --> 00:56:50.489

If the Make in India for real, so just on our capacity constraints,

455

00:56:50.489 --> 00:57:00.900

Finally raw material, have we been a increase, the prizes for our products and in the last 6 months, how much price increase we would have taken.

456

00:57:00.900 --> 00:57:04.769

For our products? thank you for my say, these were my questions.

457

00:57:04.769 --> 00:57:14.130

I'll just request 1 thing and reply point by point and Srikumar ji. Please, you can speak loudly because the audio was not at all.

458

00:57:14.130 --> 00:57:18.360

Uh, we could not hear you. Thank you.

459

00:57:18.360 --> 00:57:30.300

Thank you Mr. Upadhyaya

as I understand from moderator Mr. Ravi Kumar Naredi could not have joined us. So we may move on to the next speaker that is Mrs. Vasudha Dakve

460

00:57:30.300 --> 00:57:34.440

Would you please unmute yourself and ask questions?

461

00:57:34.440 --> 00:57:41.489

Sir.

462

00:57:41.489 --> 00:57:45.570

Good morning.

463

00:57:45.570 --> 00:57:50.070

Good morning and could you be please a little bit more louder?

464

00:57:50.070 --> 00:57:54.389

Yes, sir, thank you for giving the opportunity to speak.

465

00:57:54.389 --> 00:57:58.260

I would like, to ask few questions.

466

00:57:58.260 --> 00:58:02.760

Rates and Taxes on page number 105 105.

467

00:58:02.760 --> 00:58:06.929

Compared to last 8.96, please throw some light.

468

00:58:06.929 --> 00:58:11.010

Cash and cash equivalent on page number 92.

469

00:58:11.010 --> 00:58:14.849

Current account balance is 1190 compared to last year.

470

00:58:14.849 --> 00:58:19.920

Throw some light, as we do not get any good returns on this current account money.

471

00:58:19.920 --> 00:58:24.000

I'm could you be a little bit more louder you're barely audible.

472

00:58:25.530 --> 00:58:30.090

Yes Sir! can you hear me now?

Yea Its better

473

00:58:30.090 --> 00:58:34.679

Cash and cash equivalent on page number 92.

474

00:58:34.679 --> 00:58:38.940

Current account balance is pretty high compared to that last year.

475

00:58:38.940 --> 00:58:42.989

Please throw some light as the current account money.

476

00:58:42.989 --> 00:58:46.139

We will not get the better returns.

477

00:58:46.139 --> 00:58:49.139

These utilize these amount for some other Purpose.

478

00:58:49.139 --> 00:58:54.090

Lastly, but not least what is the impact of Covid -19 on our current employees.

479

00:58:54.090 --> 00:58:58.110

1, working from home as well as Who are on contract basis.

480

00:58:58.110 --> 00:59:07.469

Are you following any layoff policy to them with this? I support all the reservations and wish the company all the best for coming years. Thank you.

481

00:59:07.469 --> 00:59:14.489

Thank you so much, man, man, maybe go to the next speaker. It is. Mr. Shey Loonker

482

00:59:18.480 --> 00:59:25.230

Good morning everyone Thank you so much for this opportunity.

483

00:59:25.855 --> 00:59:39.175

I have email across 30, odd questions to Mr. Abhijit I believe those will be taken in due course. Um, and I will try to avoid repetition with the prior speaker questions as well. Uh, just a couple of questions. Uh, and 1 suggestion.

484

00:59:39.534 --> 00:59:52.885

Um, is that what, in your view with considerable hand side that we have today, what is your learning from the control on pollution control issue that we had in Ankleshwar if you could just help us understand how you think about derisking.

485

00:59:53.789 --> 01:00:04.860

Or any such future outcomes, the 2nd, is, uh, if you can just give us an idea, although we do believe that our products are very intensive and very unique in that many ways.

486

01:00:04.860 --> 01:00:10.500

But if you can just give us an understanding of how should 1 and envisage from a content perspective.

487

01:00:10.500 --> 01:00:14.760

From a content per electrical equipment, or a content per mobile phone.

488

01:00:14.760 --> 01:00:25.860

Given the focus that PLIs having on incubating manufacturing within India, rather than relying on imports, uh, likewise in in the electric world, if you can also highlight.

489

01:00:25.860 --> 01:00:30.630

Typically, what is the content for vehicle that we have at a group, a global level?

490

01:00:30.630 --> 01:00:45.000

Uh, which may happen in India, maybe after 10 years or 9 years or 7 years, it doesn't matter, but if you can give us some global perspective of, uh, our groups products, relevance and salience in the in the areas that we operate.

491

01:00:45.864 --> 01:00:58.614

Um, the, the 3rd question is is on the aggression of CAPEX that we have seen over the last couple of years. Uh, do we need to read it as that the opportunity is going up for us?

492

01:00:59.094 --> 01:01:02.605

Um, or is it more about gaining market share.

493

01:01:02.969 --> 01:01:06.480

Uh, within the considerable a market that we have.

494

01:01:06.480 --> 01:01:13.380

And just 1 suggestion, sir, um, I mean, given, we are now a significant company with a very prolific.

495

01:01:13.380 --> 01:01:23.280

Shareholder base, uh, it could be a matter of great governance that if we can start hosting conference calls, if not quarterly, at least half year the so that, uh.

496

01:01:23.280 --> 01:01:32.070

You know, uh, communication is stepped up, uh, specifically, especially when, you know, governance is being created far higher for our Company.

497

01:01:32.070 --> 01:01:35.460

Um, that's all Thank you so much.

498

01:01:36.750 --> 01:01:40.139

Thank you very much.

499

01:01:40.139 --> 01:01:45.599

May we move to the next speaker i.e. Miss. Celestine Mascarenhas

500

01:01:45.599 --> 01:01:48.690

501

01:01:48.690 --> 01:01:53.039

502

01:01:53.039 --> 01:01:56.219

Hello, can you hear me.

503

01:01:56.219 --> 01:02:00.030

I know, yes, ma'am. You can you hear me.

504

01:02:00.030 --> 01:02:03.539

Yes, very clearly.

You can see me.?

505

01:02:03.539 --> 01:02:08.610

No, not yet.

You can see?

506

01:02:11.309 --> 01:02:14.340

This is coming. Yeah, thank you.

507

01:02:14.340 --> 01:02:18.210

Respected Chairmen, Mr. Suresh Talwar.

508

01:02:18.210 --> 01:02:27.989

Other very honorable Directors, especially I cannot stop taking out the name of my most favorite director.
Mr. R . L. Shenoy

509

01:02:27.989 --> 01:02:39.175

I am so happy to attend and see the fate because I know him from the banking days and later I know him from MERK where he has given us such big value.

510

01:02:39.175 --> 01:02:52.585

And still, it is a very, very valuable company, which was under Mr. Shenoy. So greeting to you,

Madam thank you!

511

01:02:52.889 --> 01:02:58.800

Also, Madam K Udeshi also I take the name of my fellow shareholders attending this virtual meet.

512

01:02:58.800 --> 01:03:05.730

My name is Mrs. Mascarenhas from Mumbai.

513

01:03:05.730 --> 01:03:09.510

Greeting to all,.

514

01:03:09.510 --> 01:03:20.789

Mr. Abhijit Tikekar and his team specially Mr. Swapnil was sending me e notice and the annual report.

515

01:03:20.789 --> 01:03:35.454

And also, thank you very much for assisting me in this, Virtual Meet, because some of my that this password was not opening. And I was so unhappy and I was worried now what I will do.

516

01:03:35.695 --> 01:03:35.994

Thank.

517

01:03:36.300 --> 01:03:40.019

Thank you very much for this now, coming to the report.

518

01:03:40.019 --> 01:03:51.539

Well, presented informative, exhaustive and self explanatory at the same time, adhering to all the norms of corporate governance. Thanks to the whole team.

519

01:03:51.539 --> 01:03:56.400

Now I will come to working revenue down, but other comes that up.

520

01:03:56.400 --> 01:04:10.500

And therefore, PBT, PAT and dividend of rupees 5, considering the difficult situation last year with lock down to add to it. But more shareholders always expect something more. Sir.

521

01:04:10.500 --> 01:04:13.074

We because we have to depend,

522

01:04:13.074 --> 01:04:14.485

we are all retired now,

523

01:04:14.695 --> 01:04:27.355

and we have to really depend on this dividend income only although it is taxable let government take whatever it has to take but a little more or 1 time would have been greatly appreciated.

524

01:04:27.659 --> 01:04:32.340

Now, I come to the CSR work. Very wonderful. Very good work.

525

01:04:32.340 --> 01:04:36.389

PM fund, PM care and everything. Very good.

526

01:04:36.389 --> 01:04:49.469

They say that the last, Dawa se nahi hota hai wo duva se hota hai, this is what I know our company will go up and now because of all this good works. Now, my question, sir.

527

01:04:49.735 --> 01:04:58.224

We are manufacturing number 1. we are manufacturing in three product or service all 3, verticals, electrical installations.

528

01:04:58.344 --> 01:05:09.054

2nd is engineering and electronics reasons and 3rd is construction chemicals. My question is in which vertical.

529

01:05:09.360 --> 01:05:17.159

We are having a very good cutting edge and in which vertical we enjoy very good margins.

530

01:05:17.159 --> 01:05:24.389

And which Verticle there is a great potential for growth. My 2nd question is.

531

01:05:24.389 --> 01:05:27.809

Uh, R & D spend is total.

532

01:05:27.809 --> 01:05:31.710

1.81% of total turnover.

533

01:05:31.710 --> 01:05:37.650

Is this R & D work done in house and at which plant.

534

01:05:37.650 --> 01:05:51.474

In India? number 3 how many frauds have detected due to whistle blower policy under section 177 of the company's act regulation. 22 of listing requirements.

535

01:05:51.505 --> 01:05:54.594

My number 4 question is last year.

536

01:05:56.159 --> 01:06:01.409

Our CAPEX is 1161.38 Lakhs.

537

01:06:01.409 --> 01:06:13.079

How much for the next 2 years. For the inorganic growth any acquisition is in the piping as you did last year.

538

01:06:13.795 --> 01:06:28.014

So many questions are asked about this. I don't want to repeat it . So, Fifth is how many of the staff working from home how much saving is done by online meet annual report?

539

01:06:28.380 --> 01:06:42.570

Travel etc etc, and why I say this, because this really justifies my appeal for giving 1 time huge dividend as we have very huge reserves also.

540

01:06:42.570 --> 01:06:50.250

Lastly, I support all the reservations. I wish our company and our staff very good health.

541

01:06:50.250 --> 01:07:00.960

For the entire ELANTAS family Just 1 minute. Mr. A P Mascarenhas. My husband also say one word and greet. Mr. Shenoy.

542

01:07:00.960 --> 01:07:05.190

Mr. Mascarenhas please Sir.

543

01:07:05.190 --> 01:07:09.960

Respected Chairman Sir and very distinguished members of the board.

544

01:07:09.960 --> 01:07:15.119

And my fellow shareholders wanting to your, my name is.

545

01:07:15.119 --> 01:07:18.150

I'm. Mr. AP Mascarenhas. I am a great fan of Mr. R. L. Shenoy

546

01:07:18.150 --> 01:07:21.360

Thanks.

547

01:07:21.360 --> 01:07:27.659

I have a company also to strengthen under this little.

548

01:07:27.659 --> 01:07:33.719

Coming to the balance sheet and the results are good compared to.

549

01:07:33.719 --> 01:07:37.380

That economic scenario we are fixing now a days.

550

01:07:37.380 --> 01:07:48.090

My only question this is Competitors.

551

01:07:48.090 --> 01:07:51.269

And what is our future roadmap going forward?

552

01:07:51.269 --> 01:07:56.789

And what is our Capex program going forward ? How about it?

553

01:07:56.789 --> 01:08:10.260

With this said, I end my speech wishing you personally all the board members and all the employees all the very best years and years to come with this. Thank you very much for patient hearing.

554

01:08:10.260 --> 01:08:15.030

Thank you very much. Mr. Mascarenhas

555

01:08:15.030 --> 01:08:20.399

Any may I now request to Mr. Srikumar to take over from this point.

556

01:08:21.510 --> 01:08:29.039

Is my audio better now, compared to the past? and trying to use the headphone. So just wanted to reconfirm.

557

01:08:29.039 --> 01:08:33.840

So, can you hear me better than before?

558

01:08:33.840 --> 01:08:36.899

Yeah.

559

01:08:36.899 --> 01:08:45.779

Okay, sure for a lot of questions and thank you. Some of them have come in in advance. So I'll try and.

560

01:08:45.779 --> 01:08:49.890

Read out and list out quite a lot to.

561

01:08:49.890 --> 01:08:57.659

And try and once a week so possibly, I'll, I'll try and group it up in terms of questions.

562

01:08:57.659 --> 01:09:04.170

A lot of them are around the research development quite a lot on both the growth, the route to market.

563

01:09:04.170 --> 01:09:11.130

Uh, some of it on CAPEX and how things are, so I'm trying to address that and still come back and.

564

01:09:11.130 --> 01:09:20.970

So, but you are the point about trying to answer your questions very specifically. I'll try and do that each of the questions. So so, let's see how it goes. Sure.

565

01:09:20.970 --> 01:09:27.840

Between Mr. Loonkar Mr. Upadhyaya possibly, uh, most of the questions.

566

01:09:27.840 --> 01:09:33.720

Uh, when I look at it from the R & D and 1 more gentleman, had asked that question.

567

01:09:33.720 --> 01:09:45.569

So, increase, increase in source a country in sourcing as a country is our understanding correct that with our global product line and the able.

568

01:09:45.569 --> 01:09:50.579

R & D efforts, the market share can dramatically alter for better results. So the.

569

01:09:50.579 --> 01:10:04.770

Or the longer long run is a question that this Mr. Loonkar had given that the R & D center, we run looking to understand it better with respect to incremental new products for local markets, export opportunities, potential for even.

570

01:10:04.770 --> 01:10:12.300

Learning tech, technical fees for services offered to global R & D is another question from so far they asked.

571

01:10:12.300 --> 01:10:19.590

Spend a substantial amount of here. Can you explain how we track the effectiveness and the value that we get.

572

01:10:19.590 --> 01:10:24.479

Another question is around what's the percentage of revenue of.

573

01:10:24.479 --> 01:10:28.079

From products introduce over the last 5 years.

574

01:10:29.579 --> 01:10:36.569

Another question has been the pace of a new product development and the contribution of products, uh, to the. R &D

575

01:10:36.569 --> 01:10:43.979

A aggression on our higher in the next 5 years as a past given opportunities emerging from PLI and, uh.

576

01:10:43.979 --> 01:10:49.680

Could help us understand the broad addressable market Mr. Jain also had a question around.

577

01:10:49.680 --> 01:10:57.329

Uh, what what what are the addressable markets? What's emerging is how how how is even coming to what do we need to do?

578

01:10:57.329 --> 01:11:06.149

Uh, again a question around the product base, uh, what are the new opportunities and the shift from the BS 4 to BS 6 and automotive how is that helping?

579

01:11:06.149 --> 01:11:11.010

And, uh, the rate of growth for for the primary market and.

580

01:11:11.010 --> 01:11:19.710

In the next 3 to 5 years. So trying to really address it when when when you look at ELANTAS.

581

01:11:19.914 --> 01:11:34.645

As an organization into the technology side of it, we have the ability and the leverage to draw both the global resources as well as the local R. and. D. and as a combination, when, when you look at some of the products, and there were also some questions related to.

582

01:11:35.069 --> 01:11:42.270

Uh, for the new technologies and products, the, the name of bectron, and some of the products .

583

01:11:42.270 --> 01:11:52.079

Is it possible to, since these are technologies that are available with our global affiliates? Uh, it is simple for us to transfer these technologies. Via technology transfer.

584

01:11:52.079 --> 01:12:05.369

Uh, or 1 a trading, or a technology transfer and 3 also, the team locally here contributes to the R and D, which is a global effort and once if it is done at a global level, then.

585

01:12:05.369 --> 01:12:12.329

It is not a technology transfer because, uh, the technology is owned by all all the entities that are participating in that.

586

01:12:12.329 --> 01:12:26.069

So, when you look at our capabilities with respect to the global product lines, the ability to leverage those technologies, like I said, either by technology transfer or.

587

01:12:26.069 --> 01:12:31.710

Uh, a trading of those activities, this in my view of this.

588

01:12:31.710 --> 01:12:36.869

Capability combined with our local ability to manufacture because there are a lot of.

589

01:12:36.869 --> 01:12:41.939

Developments and customizations that customer would would expect so drawing on the base technology.

590

01:12:41.939 --> 01:12:49.949

And then customizing it, uh, working closely with the local customers, and Mr. Dilip Jain had asked that question about.

591

01:12:49.949 --> 01:12:55.109

I was a trend coming to be working. Have we seen inquiries. Yes. Are.

592

01:12:55.109 --> 01:13:04.020

Are seeing because as in the initial bit, quite a lot of the customers who are launching products are are taking the technology or the finished competence from overseas.

593

01:13:04.020 --> 01:13:10.680

But as you start to look at local footprint of manufacturing, they are trying to talk to us and we're collaborating with them.

594

01:13:10.680 --> 01:13:17.609

Giving them the inputs to make those products and their local advantage, which I believe is.

595

01:13:17.609 --> 01:13:24.930

Is is a good advantage that your company has that it is it has a local manufacturing footprint, uh, to make these products and.

596

01:13:24.930 --> 01:13:31.380

Service them in India, so when we can do that, that allows us to, uh, clearly.

597

01:13:31.380 --> 01:13:35.819

Push in the new products work, collaboratively with customers to take.

598

01:13:35.819 --> 01:13:44.489

Things forward very specifically in terms of the contribution of the new product to the overall revenues of the company. I.

599

01:13:44.489 --> 01:13:53.039

I would say that at this point, we are looking at around a 9 to 10% top line, which is coming through because of the products that have been introduced recently over the last.

600

01:13:53.039 --> 01:13:59.819

I would say more 3 years than 5 years that's what the contribution is helping us get to.

601

01:13:59.819 --> 01:14:09.029

But more than that, we see this as value added products, which help us differentiate more. So that's assembling that it is also something which we see.

602

01:14:09.029 --> 01:14:17.489

Becoming better because we see more and more of these technologies and more and more of our customers looking at it. So it's more sustainable.

603

01:14:17.489 --> 01:14:22.380

While it, it is a single digit contribution or a high single digit contribution to the top line.

604

01:14:22.380 --> 01:14:27.930

Uh, it adds much much more value to us as an organization, and our ability to sustain that.

605

01:14:27.930 --> 01:14:34.319

There was 1 specific question with respect to the BS 4 to BS 6 and what's happening.

606

01:14:34.319 --> 01:14:46.020

Is that it allows us to there are more more requirements or greater requirements around safety and security and some other. So, for example, right the shifting BS 4 to BS 6.

607

01:14:46.020 --> 01:14:51.659

Requires much much more sensors. Now the moment you have sensors, you have the electronic competence and the chips, which.

608

01:14:51.659 --> 01:15:06.654

Then need to be protected. Uh, should, this is where some of our coatings conformal coatings come into picture. Mr. Jain had a question around. Can we explain? Conformal Coating in Layman's term the way. I would sort of presented to you.

609

01:15:07.015 --> 01:15:09.175

Mr. Jain specifically around the fact that.

610

01:15:09.479 --> 01:15:12.600

It it allows to protect it from, uh.

611

01:15:12.600 --> 01:15:19.800

Corrosion external attack or anything around moisture and and.

612

01:15:19.800 --> 01:15:28.380

Allows the components to be is in closer so the competence becomes smaller and they are able to be held in place and and insulated. Well.

613

01:15:28.380 --> 01:15:33.239

Any other, uh, potentially hazardous environment that they may phase. So.

614

01:15:33.239 --> 01:15:37.680

This is a quick a brief in terms of how we look at. Uh.

615

01:15:37.680 --> 01:15:44.579

Well, are you going to be aggressive in terms of the new product development and Mr. Jain had a question? Should this.

616

01:15:44.579 --> 01:15:59.185

Mr. Loonkar are asking what is in terms of entity going to and then Mr. Jain also had asked question around from the current 13-14% are going to be looking at 20-25% in the year 2021. I pitched. Mr. Jain but it'll definitely move from the 13th.

617

01:15:59.185 --> 01:16:01.585

We are seeing a greater amount of product.

618

01:16:04.229 --> 01:16:10.614

Uh, and newer application segments emerging, especially around electronics the team is focused on that.

619

01:16:11.274 --> 01:16:20.425

We have sort of re- aligned repurpose quite a lot of our team to start engaging with with customers both at the specified and the end user level.

620

01:16:20.819 --> 01:16:31.560

To start looking at it. Uh, I don't think we will end up with 25% this year, but it will definitely move much faster. It also depends on on how the whole industry is able to.

621

01:16:31.560 --> 01:16:39.149

Uh, localize and insource components within India looking at the current scenario.

622

01:16:39.149 --> 01:16:51.300

That we see with some of the global disrupted supply chains also, you would have seen some amount of news that emagers with respect to, with chip shortage that a lot of customers and industries are facing that. Then means that they will tend to.

623

01:16:51.300 --> 01:16:57.119

Uh, try and buy the finished component or or as much of a competent as outside.

624

01:16:57.119 --> 01:17:00.510

But over a period of time, we do target to get to the.

625

01:17:00.510 --> 01:17:07.770

Closer to the 20% mark, not in 2021, but over the next 2 to 3 year, period, that's how we visualize this.

626

01:17:07.770 --> 01:17:17.460

There was also 1 question about how do we expect the market to grow for the primary and secondary insulation in the next 3 to 5 years.

627

01:17:17.460 --> 01:17:31.199

And then even a qualification is it going to be closer to the 67%? Yes that's what we anticipate the market to be going at both in these segments. Mr. Upadyaya And that's that's how we have sort of.

628

01:17:31.199 --> 01:17:43.170

Made our focus and plans on currently looking at the scenario that we are facing with respect to Covid. It may not. It it is not progressing at that level, but.

629

01:17:43.170 --> 01:17:43.529

Uh,

630

01:17:43.975 --> 01:17:44.305

U,

631

01:17:44.305 --> 01:17:56.364

s should should the scenarios change we will definitely be in a position to get closer to that model and that's that's how we are trying to look at our capacity planning our focus for the future and,

632

01:17:56.515 --> 01:18:01.824

and whatever investments and capital expenditure that that we're looking at over a period of time.

633

01:18:02.220 --> 01:18:08.760

There was also a question about still sticking to R and D and growth about.

634

01:18:08.760 --> 01:18:14.430

How the consumptions are going to change with respect to the electronic vehicle and the way I see it.

635

01:18:14.430 --> 01:18:21.180

Not too much of a difference that we see between what's the current internal combustion engine or the electronic vehicle.

636

01:18:21.180 --> 01:18:24.899

When it comes to, let's say the.

637

01:18:24.899 --> 01:18:30.479

The the electronic vehicle to the.

638

01:18:30.864 --> 01:18:42.864

To the internal combustion engine, but we would see a 15 or percentage change when it comes to the consumption of our sort of products that go in. We have a standard listing.

639

01:18:42.864 --> 01:18:54.204

But what we see is a greater demand for electronics component, and a greater demand for some of the terminal interface material and conformance coatings. That's that's where we are. We are focusing ourselves on to.

640

01:18:54.600 --> 01:18:54.930

Uh,

641

01:18:54.954 --> 01:19:09.595

take those steps and start working with customers so we will see it pull through or an addition of around 10 to 15% of consumption for the products that your company makes in as the shift for electronic vehicles starts

642

01:19:09.595 --> 01:19:11.095

to come in.

643

01:19:11.095 --> 01:19:22.614

So 1 of the areas that really will make an impact is the moment batteries localized, or people start really making the batteries in India and that's going to take some time. Hopefully once the battery shifts.

644

01:19:23.399 --> 01:19:30.390

Then we would be in a position to have a greater to, for the products that the companies.

645

01:19:30.390 --> 01:19:35.250

Looking at developing has developed some of it and looking at developing. So.

646

01:19:35.250 --> 01:19:43.859

Uh, if that happens, then we would see getting closer to a 50% pull of the kind of nature of products that.

647

01:19:43.859 --> 01:19:57.720

Your company statues service into that market. Some amount of questions again on on electronics is sticking to it. The technology imported from ELANTAS PDG, USA has it been absorbed.

648

01:19:57.720 --> 01:20:04.435

Uh, are we looking at sort of products? Yes. Mr. Jain, you also had a question of are you open to the trading?

649

01:20:04.435 --> 01:20:14.935

Yes, we do create some of these products because unless there is a critical volume and a mass to sort of manufacturer, it doesn't make sense for us to localize that inhouse. So.

650

01:20:15.270 --> 01:20:19.470

Uh, since these products that are.

651

01:20:20.064 --> 01:20:28.704

Respected and accepted group lead in specified in a lot of cases, as as the market starts and the customer demands start coming products.

652

01:20:28.704 --> 01:20:36.805

Like, Bectron or that would tend to be sourced from our affiliates and then supply to our customers once the mass becomes critical enough.

653

01:20:37.140 --> 01:20:43.529

Uh, we transfer the manufacturing technology to make that in house so we see that happening more and more.

654

01:20:43.529 --> 01:20:50.010

In terms of the acrylic coatings. Yes, there is a much much greater progress and a larger adoption. We see that the.

655

01:20:50.010 --> 01:21:02.189

thing started to to function we see some of it, uh, working in the LED sort of segment with search protection and other applications, standing to take the, the consumption of those products up.

656

01:21:02.189 --> 01:21:07.529

So, that's that's something in, in terms of how the team is developing.

657

01:21:07.529 --> 01:21:12.779

So, then there were some questions around R and D benefits for.

658

01:21:12.779 --> 01:21:18.180

conformal coatings, which are just explained moving on, uh.

659

01:21:18.180 --> 01:21:21.420

If you questions around construction chemicals.

660

01:21:21.420 --> 01:21:35.545

The new product line and chemical waterproofing what incentives as a company have to enter the segment, which is highly competitive and consolidated the question from Mr. Jain around ornamental stone for construction applications.

661

01:21:35.545 --> 01:21:38.574

Are we going to look at? And the question from so far they are on.

662

01:21:38.939 --> 01:21:44.784

Uh, a large number of products with large and small plays operating. What's the sweet spot that we have?

663

01:21:44.814 --> 01:21:56.845

Are there M & A opportunities that we look at, or the last 2 to 3 years, or I would say is since the last 4 years, roughly the construction chemical business segment for.

664

01:21:57.239 --> 01:22:01.739

Uh, your company has has has been stagnant and.

665

01:22:02.395 --> 01:22:14.034

Has been challenged if I may call it so precisely. For the reasons, right? The right to win in the construction chemical market because of the nature of fragmentation is limited. The sweet spot.

666

01:22:14.814 --> 01:22:26.545

The company has a legacy of doing business in this products. And in my view, we do have some products which have a good brand call brand name as well as a history of performance. Especially when it comes to.

667

01:22:27.359 --> 01:22:30.930

Flow rings and Flow Coatings if I may call it so.

668

01:22:30.930 --> 01:22:41.399

As we speak the companies in the process of re, evaluating this business and the segment to really see what is its entitlement for growth and which are ideas for for us to look at.

669

01:22:41.399 --> 01:22:47.970

Talking about in organic, or M&A for this for this business at this point in time.

670

01:22:47.970 --> 01:22:55.500

Uh, our belief is right now, we want to look at and really recalibrate our efforts and, and.

671

01:22:55.500 --> 01:22:59.699

Uh, our entitlement to that market and shoot that require a.

672

01:22:59.699 --> 01:23:08.279

Inorganic approach, the company has been open to in the past and will be open to in the future, but not necessarily at this point. Right now we want to just take a stop.

673

01:23:08.279 --> 01:23:18.869

Really look at 1 of the challenges for jumpstarting, or ramping up the construction business also because of the nature of how the industry is also progressing.

674

01:23:18.869 --> 01:23:33.180

Because the frequent disruptions to the construction industry, people tend to stick with their own supplies and, and then our products. So the business development efforts to that extent, become a bit more constrained in the current context. Having said that, like, a.

675

01:23:33.180 --> 01:23:47.130

Like, I mentioned, there is a part that we're trying to put through hopefully when we talk next and when, when we interact next on this topic, we would have something to report as a progress in that journey. So.

676

01:23:47.130 --> 01:23:52.979

There are some questions there was also question in terms of the.

677

01:23:52.979 --> 01:24:03.510

The functional links are we looking at more and more of it this is this is a technology which ELANTAS has globally.

678

01:24:03.510 --> 01:24:17.010

Started to work with this is a technology that's available. Our colleagues in in business development as well as the market and technology development are are looking at it should be a need for customer.

679

01:24:17.010 --> 01:24:21.270

Requirements emerging for that in India we will definitely be in a very good spot.

680

01:24:21.270 --> 01:24:26.220

Instead of start looking at and and trading off.

681

01:24:26.220 --> 01:24:32.430

Moving a bit to sales there. There there were questions that was Mr. Upadhyayal had around.

682

01:24:32.430 --> 01:24:44.010

What is the percentage of sales direct and wire distribution channels how this segment has grown faster for us? And why how many channel partners we have.

683

01:24:44.010 --> 01:24:50.340

Uh, how, how are they going there was just mentioned about what is a.

684

01:24:50.340 --> 01:24:58.170

What is it share? And the strategy that the company has to retain its market share and focus what are the segments that we are? We are looking at.

685

01:24:58.170 --> 01:25:03.600

What is the market share today? And what what others have? What is a moment in terms of price? 2.

686

01:25:03.600 --> 01:25:16.050

Trying to address that we have roughly 35 distribution and channel partners that the company works with. It's closer to 50%. 1 of the things that's also changed is in 2020 we had.

687

01:25:16.050 --> 01:25:21.029

A business acquisition of the wire animal segment of which.

688

01:25:21.029 --> 01:25:24.779

Aligned with our wire animals segments so the nature of.

689

01:25:24.779 --> 01:25:34.439

The route to market that Huber also followed for that meant that those 2 markets were also really embraced by by your organization.

690

01:25:35.789 --> 01:25:36.090

So,

691

01:25:36.085 --> 01:25:42.024

that's on the standard business that we sort of tend to do when we look at what's emerging,

692

01:25:42.055 --> 01:25:53.845

especially in view of some of the R & D developments and the kind of what they are a lot of our business development focus where our colleagues from sales business development and technology are talking directly with the customers,

693

01:25:53.845 --> 01:25:54.175

so.

694

01:25:54.510 --> 01:26:02.220

Our business development activities today, as are focused more on the OEs, and as they translate, we would see.

695

01:26:02.220 --> 01:26:08.520

The direct business to business part of the organization tending to be.

696

01:26:08.520 --> 01:26:11.819

Uh, developing more, uh, that's that's the current view.

697

01:26:11.819 --> 01:26:26.664

Having said that most of these partners that we have have been with the company for a very long period of time. So, especially in the business to business channel, uh, the company looks at utilizing those long standing relationships and it's.

698

01:26:26.880 --> 01:26:35.909

Uh, channel partners, understanding of the business to leverage and refine it input and position with respect to customers words that, uh.

699

01:26:36.175 --> 01:26:46.914

The management team of of your company has focused very specifically on channel challenge management to look at. How do we optimize that?

700

01:26:46.914 --> 01:26:52.795

How do we take those inputs and start working with and leverage the distributors that we have? The 30 35 partners.

701

01:26:53.909 --> 01:27:00.840

The company also does a bit of business in the B2 C segment, which is around retail. Now, this is a business that.

702

01:27:00.840 --> 01:27:06.930

As bone, uh, most of the fluctuations that have resulted with respect to some of the.

703

01:27:06.930 --> 01:27:15.029

Love towns and the closure of retail spaces, the immediate closure and the openings. So this is an area, but.

704

01:27:15.029 --> 01:27:21.329

That your company is trying to optimize its reach to the B to C channel.

705

01:27:21.329 --> 01:27:28.979

Uh, in our view, this is a good, good channel for us to increase our Geographics. Right? Because for the retail products.

706

01:27:28.979 --> 01:27:33.899

The greater the retail presence, and the greater the geographic footprint. That's something that.

707

01:27:33.899 --> 01:27:41.699

That longer better for us should a set of focus set of people are focusing on that for, to, to drive that forward.

708

01:27:41.699 --> 01:27:48.300

Especially in the retail segment, and we see some tractions. The only thing is the amount of disruptions that we see.

709

01:27:48.300 --> 01:27:58.529

Uh, also, part of fluctuation in terms of the demands that come in from the retail market to this shut and opening up and faster shut down.

710

01:27:58.529 --> 01:28:06.960

That people see, so, that's that's, uh, that's a quick overview in terms of, uh, the channel partners. There was 1 question that.

711

01:28:06.960 --> 01:28:13.439

Uh, in the annual servers and channel partners, what's the feedback that that you get or what are the.

712

01:28:13.439 --> 01:28:22.739

Uh, inputs that you get the primary thing is, is a desire for improvement, uh, that that we see are in terms of the lead time for servicing or orders.

713

01:28:22.739 --> 01:28:26.430

And the commercial terms of supply, the price we create terms.

714

01:28:26.430 --> 01:28:36.779

That's been challenged over the last year I would say on account of really the, the dynamic demand scenario that's immersed. Right? And the whole industry is facing.

715

01:28:36.779 --> 01:28:42.239

That combined with some of the raw material challenges that, that that.

716

01:28:43.380 --> 01:28:55.770

Most of the place in the market face, makes it a bit, uh, the customer inputs and feedbacks are relevant by it poses a challenge on us in terms of really meeting those expectations in terms of.

717

01:28:55.770 --> 01:29:05.909

Servicing to forecasts and demands, which are coming sending so the 2 areas to sort of summarize when we talk about customer feedback or service.

718

01:29:05.909 --> 01:29:11.159

Between customers and partners, the lead times required for servicing of orders and.

719

01:29:11.159 --> 01:29:21.420

The commercial terms of supplies so these are 2 inputs that we are constantly dialogue with, and trying to improve partnering with them to take things forward.

720

01:29:21.420 --> 01:29:25.710

There was also a question about sticking to sales a question about.

721

01:29:25.710 --> 01:29:34.560

And increase in, in terms of the trading volume, or the goods that we purchase for credit. I think Mr. Jain had asked that question.

722

01:29:34.560 --> 01:29:46.890

Yes, you are right. Mr. Jain, the assumption that was weird is like that. Yeah, but also bear in mind that, as we.

723

01:29:46.890 --> 01:29:58.859

Acquired and integrated the Huber business for us, a part of that agreement was also meant on them supplying a stored material. So that's that's how.

724

01:29:58.859 --> 01:30:09.239

You see, some of the products getting traded, or over a period of time in 2020. we absorbed that technology, uh, in house started to manufacture it. So.

725

01:30:09.239 --> 01:30:20.789

That trading competent went down, uh, but for for the period of 2020, some of the volumes and the revenue that are the of the step up that you saw in terms of.

726

01:30:20.789 --> 01:30:28.949

In terms of traded revenue that that is what it is attribute to.

727

01:30:28.949 --> 01:30:38.220

In the coming year, and I'll come to that because maybe I then try and take some of the questions of on the side of it. Let me find.

728

01:30:38.220 --> 01:30:45.930

Uh, look at. Mr. Loonkar Mr. Purkayastha and Mr. Upadhyaya all of you had questions around Huber.

729

01:30:45.930 --> 01:30:49.739

Plans acquired from Huber what's the potential to cross sell and mine.

730

01:30:49.739 --> 01:30:57.659

Uh, the business was expected to do around 40 Cr. a margin of around 3.7 Cr. P.a. and was incremental revenue.

731

01:30:57.659 --> 01:31:07.890

And understood part, they also ask a question what would have been the volume decline and revenue decline in 2020 if we did not include the Huber volume. So.

732

01:31:07.890 --> 01:31:17.159

Trying to address all 3 questions together. The potential for cross sale and mining has been synergize. Like I said.

733

01:31:17.159 --> 01:31:26.340

Your companies absorbed that technology made, it looked at products, which are synergistic, try to rationalize that and keep them integrated. So so that.

734

01:31:26.340 --> 01:31:32.069

When we approach the market, the approach with the product that's that's both referred or or.

735

01:31:32.069 --> 01:31:40.079

Or a better offering that the market has. So that's something that we've done. The other thing that we have looked at mining and and taking things forward.

736

01:31:40.079 --> 01:31:45.329

Has been around the ability to cross sell or cross, sell across geographies. Right? So.

737

01:31:45.329 --> 01:31:53.340

Uh, because of the reach, and some of the distribution and the channel partners that I just talked about a few minutes back.

738

01:31:53.340 --> 01:31:59.399

Uh, we have been able to take these products into geographies that were not.

739

01:31:59.399 --> 01:32:05.519

Uh, a geography that Huber would typically tend to send to so.

740

01:32:05.519 --> 01:32:11.399

Uh, this is something that it has helped the company to do with when you look at it from.

741

01:32:11.399 --> 01:32:18.149

The sale projection to and up sale and the margin projection to what what we did. I would say that.

742

01:32:18.149 --> 01:32:18.479

Uh,

743

01:32:18.474 --> 01:32:25.974

we were close to 70 to 75% of the top line having said that in terms of the bottom line reject key all of it literally,

744

01:32:25.974 --> 01:32:30.684

90 to 95% of that accruing to when we look at the disruption,

745

01:32:30.684 --> 01:32:32.573

especially the period of April,

746

01:32:32.573 --> 01:32:34.014

and may last year.

747

01:32:34.014 --> 01:32:43.703

Uh, starting from, let's say, the 2nd, fortnight of March around the end of April to sorry til the 3rd, 4 week of May that went out that we lost.

748

01:32:45.359 --> 01:32:52.198

Overall, it impacted the top line when it, when you look at the Huber volume.

749

01:32:52.198 --> 01:32:59.219

Uh, but when we look at from the profitability side, it, it came very, very close to what we had anticipated.

750

01:32:59.219 --> 01:33:10.859

The overall impact as when we look at it from a volume. If Huber was not there with us, the volume, I would say we would have lost around 8 to 9% of our volumes.

751

01:33:11.604 --> 01:33:25.463

But when we look at it from the revenue side, we would anticipate the revenue last year around a 6 to 7%. If there was no Huber with us in the year 2020 but the synergies in terms of raw material and the raw material sourcing.

752

01:33:25.463 --> 01:33:28.524

Plus, if you of you pointed out.

753

01:33:29.939 --> 01:33:44.609

Uh, the reduction in material costs, help us get to the bottom line that we are sort of projected for ourselves and looked at as we did that integration. So I would believe.

754

01:33:46.198 --> 01:33:49.378

It's a good project.

755

01:33:49.378 --> 01:33:54.958

Maybe, yeah, maybe it is integrated May.

756

01:33:54.958 --> 01:34:03.599

It is continuing to be online and as as we integrate and absorb the technology forward, we need that. There will be a few more opportunities for us to really.

757

01:34:03.599 --> 01:34:12.868

Align the products rationalize and say mine opportunities, uh, not only in the Indian geography, or possibly exported to the nearby locations also.

758

01:34:13.918 --> 01:34:21.269

Uh, coming back to some questions around, uh, the raw material and, uh.

759

01:34:21.269 --> 01:34:28.078

And and the sources of finished good, because we were talking of it Mr. Loonkar had a question of.

760

01:34:28.078 --> 01:34:32.639

Around the raw material content. Mr.

761

01:34:32.639 --> 01:34:46.019

Yeah, sure that that was on raw material content that are important for fallen from 34% to 24%. Do you think it is sustainable? Could you help identify the long term goal on localization?

762

01:34:46.019 --> 01:34:51.088

And Mr. Jain had a few comments around PCPR and some of my comments on PCPR. So.

763

01:34:51.088 --> 01:35:01.078

Uh, when we really look at the localization, our colleagues in purchase and materials at leveraging the global.

764

01:35:01.078 --> 01:35:06.448

Uh, connections that we have, but more specifically looking at localization have.

765

01:35:06.448 --> 01:35:12.359

Uh, work with a vendor base and the supply base that we see locally here to.

766

01:35:12.359 --> 01:35:23.128

Forecast and actively develop sustainable products that, that we can source from India for ourselves both here as well as possibly export outside.

767

01:35:23.128 --> 01:35:31.048

Uh, we need that at the current rate, if all the forecast goes and that's where some of the rules of the PCPIR have come because.

768

01:35:31.048 --> 01:35:40.649

My comment from is not necessarily about the PCPIR I'm being there, but the PCPIR as a concept really comes through in India is, it helps us.

769

01:35:40.649 --> 01:35:47.849

Uh, from the input side from the raw material side, and I think the vendor base also, right? There was a specific a.

770

01:35:49.163 --> 01:35:50.213

Reference to the hedge,

771

01:35:50.213 --> 01:35:53.724

if that complex really progresses as well as,

772

01:35:53.783 --> 01:35:54.594

as we,

773

01:35:54.594 --> 01:35:56.243

as a nation wanted to be,

774

01:35:56.694 --> 01:36:07.644

we would see a lot of our supplier base also being able to leverage that in terms of the economics and logistics and the ability to make it much much more impactful and add much much more local content.

775

01:36:08.578 --> 01:36:12.868

So, if things go, well, we see and part of being able to reduce.

776

01:36:12.868 --> 01:36:23.458

Uh, the, the imported com content by 6 to 7% over the next 2-3 years. Uh, but this is also subject to a, this is based on the focus that our.

777

01:36:23.458 --> 01:36:28.979

Uh, supplier base has given to us, uh, looking at their own plans to localize.

778

01:36:28.979 --> 01:36:32.788

If that happens, and that's that's how we look at it.

779

01:36:32.788 --> 01:36:39.509

There was a question in terms of the shift to copper to aluminum and the import of.

780

01:36:39.509 --> 01:36:44.639

Enameled Wire from China, how does that come to what does that allow us to do? So.

781

01:36:44.639 --> 01:36:50.038

We had anticipated around 50% of the, the.

782

01:36:50.038 --> 01:36:54.479

The aluminium wire animal components coming in from China.

783

01:36:54.479 --> 01:37:00.059

Mr. Purkayastha you referred to the stoppage of or the noise around.

784

01:37:00.059 --> 01:37:07.048

Reduction in imports. Yeah, we did see that. Your company was in a position to leverage some of that.

785

01:37:07.048 --> 01:37:18.149

It's typically an aluminum a usage is determined by the factors around the pricing with the other comparative metal, which is copper and Copper last year. Copper was.

786

01:37:18.149 --> 01:37:23.158

Was going to a huge thing, which meant a greater amount of aluminum wire consumption.

787

01:37:23.158 --> 01:37:26.939

So, we were also able to participate.

788

01:37:26.939 --> 01:37:32.969

The company overall is 50% market share in the Wire Enamel segment or not of 50% and.

789

01:37:32.969 --> 01:37:37.588

That's similarly, the share that we see for ourselves in, in terms of Aluminum wires.

790

01:37:37.588 --> 01:37:47.788

Uh, from that, roughly a 50%, I would of imported aluminium wires. I would say that we did see a stoppage for a brief period of time, but coming back to when the industry revived.

791

01:37:47.788 --> 01:37:53.248

And that demand came back and saw the inputs are also starting to tend to surge up. So, in our belief.

792

01:37:53.248 --> 01:37:59.729

Possibly there would have been a reduction of 8 to 10% of imported wire enamel consumption from China, which.

793

01:37:59.729 --> 01:38:07.019

Uh, would have translated to creation of the local demand that combined with a question that.

794

01:38:07.019 --> 01:38:15.479

Okay, can you help us understand the global trend of shifting corporate to aluminum wire as base metal adoption and trend.

795

01:38:15.479 --> 01:38:15.779

Uh,

796

01:38:16.283 --> 01:38:21.623

so Mr. Loonkar that the aluminum wire usage is determined by customers,

797

01:38:21.623 --> 01:38:24.413

depending on the kind of the motor that they look ahead,

798

01:38:24.413 --> 01:38:28.253

the kind of technical specifications that they want to look at and really the size,

799

01:38:28.253 --> 01:38:39.833

because there's more eliminate required copper and and plus the fact number for this price price was a huge swing last year for for copper.

800

01:38:39.833 --> 01:38:52.673

Sure. A lot of customers tended to look at aluminum much much more closely to keep the costs in control as the demand was coming back and everybody was impacted. So, how do they try and address that.

801

01:38:53.189 --> 01:39:00.929

Uh, that's how the industry preference off of the base metal is. And that's 1 reason why I would say that on the important wire enamel.

802

01:39:00.929 --> 01:39:05.189

From China came down, but there was also a spurt that we saw in the.

803

01:39:05.189 --> 01:39:12.179

In the manufacturer of Aluminum demand, the market also increased it. It was just not the.

804

01:39:12.179 --> 01:39:15.389

Stoppage of imports per se.

805

01:39:15.389 --> 01:39:24.088

That's that's a few questions that I've tried to. I'm just trying to look at some. There was a few questions.

806

01:39:24.088 --> 01:39:38.069

Yeah, coming to possibly I'll then a lot of questions came around CAPEX, trying to look at last year we proposed a CAPEX of 400 Cr. for the expansion Mr. Loonkar.

807

01:39:38.069 --> 01:39:50.009

What happens to the existing land of Ankleshwar ? what happens to the existing plan of Pimpri again. Are we going to consolidate all the manufacturing locations?

808

01:39:50.009 --> 01:40:00.779

Then, in light of the CAPEX, are we understanding appropriate that your growth industry or sub segments are emerging now is that the past and help us expand the addressable market?

809

01:40:00.779 --> 01:40:09.658

Uh, there were questions around should either 2 or 3 questions, and then I will come possibly specifically to the CAPEX. So.

810

01:40:09.658 --> 01:40:17.069

Looking at Industry, uh, the way the industry was really growing and, uh.

811

01:40:17.069 --> 01:40:23.939

The volumes forecast that that we sort of look a CAPEX decision was taken and.

812

01:40:23.939 --> 01:40:30.418

I remember Mr. Golecha and Mr. Jain talking about the, some of the Ankleshwar sanctions that we had.

813

01:40:30.418 --> 01:40:41.753

Uh, and the plans that we had, in fact, we had invested in equipments, uh, to come and start fulfilling that demand or utilization of those approvals.

814

01:40:42.113 --> 01:40:48.923

But more than that, what really came to and who has panel in the works was the declaration of.

815

01:40:49.259 --> 01:40:56.969

The whole Ankleshwar region, and a lot of pockets around Gujrat as critically polluted zones so that the codes.

816

01:40:56.969 --> 01:41:06.054

Sort of imposing a ruling said that there cannot be any new projects or any expansion that would happen in the critically polluted zone and Ankleshwar was one of them.

817

01:41:07.644 --> 01:41:18.413

So, it really meant while, while the, by the company went through some of the challenges that it had with respect to the pollution control, these, the other ruling also came and sat on top.

818

01:41:18.413 --> 01:41:28.613

So some of the capex's that we had, and equipment's and reactors that we ordered, couldn't be utilized or couldn't be installed. If I may call it so .

819

01:41:29.399 --> 01:41:33.149

Uh, for announcing the capacity and taking it further.

820

01:41:33.149 --> 01:41:44.248

Looking at the, the, the prevailing situation at Ankleshwar, as we understand, there's been a slight shift in a code position and there are possibilities which, which will emerge in the coming time.

821

01:41:44.248 --> 01:41:50.128

Uh, the company is representing to the authorities to to understand that and reevaluate that.

822

01:41:50.128 --> 01:41:56.458

And, uh, the manufacturing base that we have in Pimpri the possibilities to expand.

823

01:41:56.458 --> 01:42:02.668

Your company decided to go in for a green field. That's that's what really to us.

824

01:42:02.668 --> 01:42:11.969

We had applied, like we had talked of in the last, uh, but that we all had a, we had identified a parcel of land.

825

01:42:11.969 --> 01:42:26.783

Uh, that we had expressed an interest in terms of buying period, part of advance. So, that reflects some of that 1 says that you see, and I, the next step was to have the environmental clearance, which will then enable us to.

826

01:42:27.208 --> 01:42:31.229

Take the steps in terms of really mobilizing the site and taking that.

827

01:42:31.229 --> 01:42:42.328

Uh, the date for the public hearing that was set for that parcel of land was on the 29th of April. And this was something that was decided. Uh.

828

01:42:42.328 --> 01:42:50.819

And beginning of March to middle of March, that's how the dates were decided we had gone in for the announcement and said.

829

01:42:50.819 --> 01:42:54.569

Prepared ourselves with all the documentation and the submittals.

830

01:42:54.569 --> 01:42:58.349

Uh, to the relevant authorities to take the steps forward.

831

01:42:58.349 --> 01:43:06.479

Unfortunately, because of the lock downs that were declared in the 29th of April didn't , uh, materialize.

832

01:43:06.479 --> 01:43:07.463

But as we speak,

833

01:43:07.463 --> 01:43:09.413

even the postponement of that,

834

01:43:09.923 --> 01:43:18.804

to the next level of 15th of May means that when it comes to the site where we have paid in advance and tried to secure the permissions,

835

01:43:18.804 --> 01:43:21.833

we do not have a date having missed the 20.

836

01:43:22.859 --> 01:43:29.279

The 29th of April, not being feasible because of the government regulations. The next dates haven't been announced yet.

837

01:43:29.279 --> 01:43:36.328

Uh, so we would have to wait for our authorities to come back and give us a fresh date. Once those dates are decided.

838

01:43:36.328 --> 01:43:44.639

Uh, we would look at, uh, taking the next step with respect to acquisition of the land and I think Mr. Golecha had a question around.

839

01:43:44.639 --> 01:43:56.219

Uh, how are those advances looking at requests that you also had a question about? In in the footnote we had mentioned around 50 Cr. of.

840

01:43:56.219 --> 01:44:00.359

A capital expenditure that the company would.

841

01:44:00.359 --> 01:44:12.929

Spend for that, that is primarily for for that project and that still is timely for that project. We would have anticipated as we speak. They, uh, we would have completed the.

842

01:44:12.929 --> 01:44:19.618

The 1st, phase of the environmental hearing from the public side, which would have meant that, uh, the progress would have been faster.

843

01:44:19.618 --> 01:44:26.759

But as we speak, that date is missed, and we do not have a new date. So we anticipate still some time for it to.

844

01:44:26.759 --> 01:44:36.384

Really happen through, but our plan would be to try and take that traction more and more and try and get into the capital expenditure.

845

01:44:36.384 --> 01:44:46.823

Ms. Mascereus had a a question around what's our outlook for the next 2 years? So, in terms of and like, Mr. Golecha pointed out the.

846

01:44:47.189 --> 01:44:53.639

Uh, the project is divided into 6 paces with phase 1 and phase 2 are getting.

847

01:44:53.639 --> 01:45:00.029

Ready by 2023 and we still anticipate that to be the timelines.

848

01:45:00.029 --> 01:45:05.998

Though it is out of control for the reasons that I just mentioned earlier with respect to the Lockdowns.

849

01:45:05.998 --> 01:45:14.548

That's what we anticipate the initial period of the project, because it maintain land acquisition would also mean that.

850

01:45:14.548 --> 01:45:20.038

Uh, there would be significant amount of CAPEX that will go in for the acquisition of land.

851

01:45:20.038 --> 01:45:26.038

And then the engineering consulting and the engineering detail designing and the engineering.

852

01:45:26.038 --> 01:45:30.509

Procurement for that is something that would we would visualize. So.

853

01:45:30.509 --> 01:45:34.859

In a substantial capital, it's.

854

01:45:34.859 --> 01:45:45.958

Spend would be foreseen in the next 2 years, primarily for land acquisition and mobilizing and directing the site and starting it up to be ready for 2023.

855

01:45:45.958 --> 01:45:57.509

Mr. Golecha and a few others at the question. So roughly 73,000 tons is what we are looking at, between all the segments that we are talking of our.

856

01:45:57.509 --> 01:46:02.279

We, we see our business mix between Wire Enamels to.

857

01:46:02.279 --> 01:46:09.569

Uh, secondary insulation to still continue at at, at the same level sort of like a 60-40.

858

01:46:09.569 --> 01:46:16.708

Uh, but we would anticipate that as, as we set ups, specifically, if I may say for phase 1.

859

01:46:16.708 --> 01:46:24.958

Uh, but in view of some of the developments that we are talking, especially with respect to the electronic space, and, uh, some of the EV Space that we are talking about.

860

01:46:24.958 --> 01:46:33.743

We see that 40% getting a higher closer to lifting up a bit as we get into possibly the phase 2 and phase 3 of our projects.

861

01:46:33.743 --> 01:46:40.283

So currently, the capacities are still designed at roughly the 60- 40 sort of volumes split.

862

01:46:41.639 --> 01:46:45.868

Are 65-35 to 60- 40, but you see that.

863

01:46:45.868 --> 01:46:53.128

Shifting as we go, and we get to possibly the phase 2 and phase 3 of the expansion, depending on how the market moves.

864

01:46:53.128 --> 01:46:57.149

Uh, that would be the investments and for the capital.

865

01:46:57.149 --> 01:47:00.658

Expense that would be.

866

01:47:00.658 --> 01:47:04.738

Sort of taken care of and and moving forward. So.

867

01:47:04.738 --> 01:47:15.389

These were a few saying, I'm just trying to look at Mr. Purkayastha also had a question around.

868

01:47:15.389 --> 01:47:20.429

Just trying to remember.

869

01:47:20.429 --> 01:47:25.889

For so, yeah, there were a few requests around, uh.

870

01:47:25.889 --> 01:47:31.198

That dividend percentage, the bonus share.

871

01:47:31.198 --> 01:47:35.939

Uh, that's something that we would on on behalf of.

872

01:47:35.939 --> 01:47:39.269

Board, I would like to respond saying that that's something that.

873

01:47:39.269 --> 01:47:44.578

We would consider and hopefully if things changed. That's something that.

874

01:47:44.578 --> 01:47:53.038

We would be happy to announce to you at at the appropriate time, but not not not immediately are just points in time.

875

01:47:53.038 --> 01:48:05.998

So, there are some questions around margin maintenance and Daya Mr. Purkayastha that you also had a remark about the operating margins and how things shifted. Mr. Jain had a few questions on cost.

876

01:48:05.998 --> 01:48:11.998

And some Mrs Mascerencs is also talked about the cost and the cost savings and the translation of that.

877

01:48:11.998 --> 01:48:16.469

To how does it shift? Right? So.

878

01:48:16.469 --> 01:48:28.559

Yes, Mr. Purkayasta. As we mentioned in annual report we did see prices dropping. The input cost dropping last year went quite a lot.

879

01:48:28.559 --> 01:48:33.359

Uh, by the shift in.

880

01:48:33.359 --> 01:48:38.998

Raw material primarily caused by the crude was behaving and then derivatives of crude. So.

881

01:48:38.998 --> 01:48:46.798

We did read the benefits of that last year. Uh, your, your company was able to retain quite a bit of that value.

882

01:48:46.798 --> 01:48:53.639

Uh, uh, in itself, which is what is reflected in 2020, but come quarter 4 of 2020 and.

883

01:48:53.639 --> 01:49:07.708

And the 1st, quarter of this year, and as we see a huge amount of supply chain, disruption costs by various factors, including the sudden demands shift, which meant a lot of those vendor base and supply base.

884

01:49:07.708 --> 01:49:10.979

Was not able to cater to the requirements with sentiment.

885

01:49:10.979 --> 01:49:16.588

The demand supply side changed, which led to an increase in cost and input costs.

886

01:49:16.588 --> 01:49:27.658

That combined with a couple of factors around the shipping constraints with a shipping container supply chain and vessel movements also meant a great amount of delay.

887

01:49:27.658 --> 01:49:39.868

Uh, some of the storms in the US and the southern Texas freezes in the southern part of US also impacted and the chemical supply chain quite a lot. So, as we speak, and in, as we look at.

888

01:49:39.868 --> 01:49:54.779

The current year, so far it's been concerned in terms of the raw material price inputs going up. It also has meant that that the demand, and there were questions that on house demand demand has come back good as you can see from.

889

01:49:54.779 --> 01:50:07.078

Most organizations that have reported that Qtr 1 odd that, what Qtr 4 results for the Jan March period that has come up your companies also witnessing similar shift in demand.

890

01:50:07.078 --> 01:50:16.588

Uh, having said that it's constrained by by the supply chain so the nature of demand has been extremely volatile positive, but all the time.

891

01:50:16.588 --> 01:50:25.948

Uh, the ability of suppliers to cater to that demand such, uh, at at the right prices have have been a challenge.

892

01:50:25.948 --> 01:50:29.939

We'll all check what question I think from there on.

893

01:50:29.939 --> 01:50:34.168

How are we looking at the costs? Are we looking at? So yes, since.

894

01:50:34.168 --> 01:50:47.363

Uh, November, December, last year, looking at a particular raw material and value change your company has moved prices. I talked to its customers to absorb prices.

895

01:50:47.394 --> 01:50:54.083

It's not easy because they themselves are are looking at the Value chain different. The demand is not.

896

01:50:54.719 --> 01:51:05.064

It's been a in 10 side of discussions your company has looked at approaching customers 2 to 3 times for various levels of price increase for previous product lines.

897

01:51:05.094 --> 01:51:10.344

Uh, I would tend to believe that we would have looked at a.

898

01:51:10.679 --> 01:51:19.078

High single digits of pricing piece, which would have realized which we would have realized as we speak and that's something we would continue to be.

899

01:51:19.078 --> 01:51:23.128

Uh, keeping a close eye on how that develops. Uh.

900

01:51:23.128 --> 01:51:26.368

To, and the market's ability to.

901

01:51:26.368 --> 01:51:39.208

Absorb that increase while while maintaining the demand. So that's the balance that we will look at maintaining and working through. But yes, there has been a price change and there has been a price increase that.

902

01:51:39.208 --> 01:51:46.319

Your company has been able to work with the market and get that from our customers. So.

903

01:51:46.319 --> 01:51:50.788

That's a quick summary on your other things. So.

904

01:51:50.788 --> 01:51:53.969

There was some question from Mr....

905

01:51:53.969 --> 01:52:05.488

We talked of dividend, so yeah, there was, Ms. Dakve Vasudha had a few questions around.

906

01:52:05.488 --> 01:52:15.238

The current account, You see where the possibly collections that came in in the last minute.

907

01:52:15.238 --> 01:52:19.373

I would say your company and when we talked of the result religion,

908

01:52:19.734 --> 01:52:21.623

resilience and diligence in mind,

909

01:52:21.623 --> 01:52:28.823

you did a very good job when it comes to protecting its cash and working capital to those to all the team and the management team,

910

01:52:28.823 --> 01:52:31.703

which is present here for having delivered that,

911

01:52:31.913 --> 01:52:34.524

that I would just look at that as an aberration,

912

01:52:34.554 --> 01:52:35.963

because in the last week of December,

913

01:52:35.963 --> 01:52:37.014

some collections that.

914

01:52:37.828 --> 01:52:48.569

Come to a, during that period just be deciding. So that's just a point in time. I'm sure, uh, the team that looks at Treasury and and those investments would have already acted on that.

915

01:52:48.569 --> 01:52:56.668

As soon as possible you also and there was Thank you for, for quite a lot of the comments about the Covid.

916

01:52:56.668 --> 01:53:04.198

I'm happy to report that. Yes, why a lot of my colleagues and your company's employs.

917

01:53:04.198 --> 01:53:07.288

Did go through Covid.

918

01:53:07.288 --> 01:53:18.149

They are all safe, a few few people that went through the hospitalization phase, but as we speak, everybody's safe. And thank you. And that's that's what we wish for. That's what we.

919

01:53:18.149 --> 01:53:21.569

A try and ensure a lot of our accent. So.

920

01:53:21.569 --> 01:53:30.118

There are some questions around the cost and people know we did not. The company did not look at.

921

01:53:30.118 --> 01:53:42.628

Letting anybody go because of, of, of the circumstances that prevail because these are employees who are, who are when you spend time with us as an organization. And that's that's what your companies belief is that.

922

01:53:42.628 --> 01:53:53.399

It is a matter of time before the demand comes back and it is important that we both our workplaces and our people. So we've taken.

923

01:53:53.399 --> 01:54:02.309

The best protection and care that we have, including limiting a physical presence in the office.

924

01:54:03.054 --> 01:54:17.963

Unlike a lot of other companies we happen to be a material company so it means that for us to be generating revenue and serving customers, we need much, much more people to be physically present at our sites and locations to serve customer and customer demands. So that's.

925

01:54:18.269 --> 01:54:23.639

That's that's that's the nature of the industry and within that, whatever best.

926

01:54:23.639 --> 01:54:31.884

Or the most optimal Resourcing that the company can manage with is what it is time to look at keeping all employees protected is another thing,

927

01:54:32.453 --> 01:54:41.934

trying to get people ensuring that your is eligible for vaccination is done if somebody's going to appear for himself or his loved ones.

928

01:54:42.238 --> 01:54:55.703

Trying to get, I can take care so that's that's something that we looked at. There was few specific questions in terms of fixed costs. Mr. Jain, not a very specific number, but I would believe that would have shifted off close to 10,250.

929

01:54:58.498 --> 01:55:03.868

A fixed cost because of some of the actions that would have taken in terms of.

930

01:55:03.868 --> 01:55:07.918

The cost when it comes to the fixed.

931

01:55:07.918 --> 01:55:20.458

Our idea was to ensure that optimize costs and keep that as minimal as possible for whatever is variable and contribute as much. And I believe that as a results would point out a.

932

01:55:20.458 --> 01:55:24.479

We've done a good job, and we would continue to to look at.

933

01:55:24.479 --> 01:55:31.559

I would say a company's blessed to have a longstanding long associated and.

934

01:55:31.559 --> 01:55:36.238

Diligent employees and the tough times. Really?

935

01:55:36.238 --> 01:55:44.128

Demonstrated that value as, as most of you recognize from what you see in terms of the results companies.

936

01:55:44.128 --> 01:55:57.599

Delivered so I just try to note down a lot of the questions and try and address if there's anything specific, which I may not have addressed this point out Mr. Abhijit or anybody else I'll try and.

937

01:55:57.599 --> 01:56:01.259

And address all Mr. chairman if there's something that.

938

01:56:01.259 --> 01:56:08.609

You can yes, I think you've done a wonderful job.

939

01:56:08.609 --> 01:56:20.394

In trying to explain this to the shareholders, I think the directors are also benefited immensely because I don't think in the board meeting, we get so much of details as we have got today. So congratulations.

940

01:56:20.783 --> 01:56:23.694

And I'm sure Shareholders must be extremely happy.

941

01:56:24.238 --> 01:56:36.029

Okay, am I right Ravi? so I think I think Srikumar has done a remarkable job, but detailed explanation.

942

01:56:36.029 --> 01:56:42.448

Almost, every query has been answered every querying full detail. So.

943

01:56:42.448 --> 01:56:47.849

By the shareholders, and we at the board members are very pleased with.

944

01:56:47.849 --> 01:56:52.229

I'm definitely.

945

01:56:52.229 --> 01:56:57.359

Thank you. Company Secretary handover to you.

946

01:56:57.359 --> 01:57:02.819

Thank you Mr. Srikumar, now may request chairman to take over from this point.

947

01:57:02.819 --> 01:57:07.738

All right, may I now authorize Mr. Abhijit Tikekar,

948

01:57:07.738 --> 01:57:12.838

Company Secretary to conduct the voting procedure and conclude the meeting.

949

01:57:12.838 --> 01:57:21.029

The e voting facility will remain enabled for the next 15 minutes. That is up to almost 12. 9.

950

01:57:21.029 --> 01:57:29.819

To look at it, so that's in your hands. the members who have not cast their vote already can do so.

951

01:57:29.819 --> 01:57:44.033

Results will be announced on or before 6 May 2021 and the same will be intimated upon the Bombay stock exchange and uploaded on the NSDL website. I and other members would like to take to take the leave of the meeting.

952

01:57:45.929 --> 01:57:49.798

Wish you all the members very healthy and safe future.

953

01:57:49.798 --> 01:57:56.969

Request, you all to be careful and take care of yourself and your families.

954

01:57:56.969 --> 01:58:00.118

Thank you.

Thank you.

Thanks. Bye. Bye.

955

01:58:00.118 --> 01:58:14.488

Thank you very much everyone. As Mr. Talwar mentioned voting would remain open for 15 minutes and there will be a ticking timer or after that the meeting would be deemed to be concluded.

956

01:58:14.488 --> 01:58:18.658

Thank you everyone once again

957

01:58:18.658 --> 01:58:23.429

Thank you. Thanks. Bye. Bye. Thanks. Everyone.

958

02:14:10.378 --> 02:14:15.418

Thank you shareholder for joining the meeting.

959

02:14:16.828 --> 02:14:19.198

Your time has ended now Thank you.