

1
00: 00: 00, 000 --> 00: 00: 02, 359
forei gn

2
00: 00: 30, 960 --> 00: 00: 33, 960
forei gn

3
00: 00: 48, 480 --> 00: 00: 51, 480
company

4
00: 00: 52, 320 --> 00: 00: 58, 940
all are present now I request chai rman

5
00: 00: 54, 899 --> 00: 00: 58, 940
sir to deli ver the wel come speech

6
00: 02: 05, 579 --> 00: 02: 08, 579
forei gn

7
00: 02: 15, 120 --> 00: 02: 18, 150
[Musi c]

8
00: 02: 23, 280 --> 00: 02: 29, 220
as always I am pl eased to wel come you

9
00: 02: 26, 160 --> 00: 02: 31, 560
all at these 28th Annual general meeting

10
00: 02: 29, 220 --> 00: 02: 33, 540
of the company and present the

11
00: 02: 31, 560 --> 00: 02: 37, 140
performance detail of the company for

12
00: 02: 33, 540 --> 00: 02: 40, 800
fi nanci al year 2021-22

13
00: 02: 37, 140 --> 00: 02: 43, 500
as we cautiously enter the post pandemi c

14
00: 02: 40, 800 --> 00: 02: 46, 319
era we value the lessons l earned duri ng

15
00: 02: 43, 500 --> 00: 02: 49, 560
the pandemi c and are geared to bri ng

16
00: 02: 46, 319 --> 00: 02: 52, 140
hyper Focus to what resonate wi th our

17

00: 02: 49, 560 --> 00: 02: 55, 319
customers and our employees

18
00: 02: 52, 140 --> 00: 02: 57, 540
our deep customer understanding focus on

19
00: 02: 55, 319 --> 00: 02: 58, 980
continuous innovation across the product

20
00: 02: 57, 540 --> 00: 03: 01, 140
and process

21
00: 02: 58, 980 --> 00: 03: 04, 200
technological expertise

22
00: 03: 01, 140 --> 00: 03: 07, 739
and customer-centric values keep us

23
00: 03: 04, 200 --> 00: 03: 09, 780
firmly positioned for sustainable growth

24
00: 03: 07, 739 --> 00: 03: 13, 920
our performance during the financial

25
00: 03: 09, 780 --> 00: 03: 16, 700
year 2021-20 rule was driven by our

26
00: 03: 13, 920 --> 00: 03: 20, 159
ability to create a new range of product

27
00: 03: 16, 700 --> 00: 03: 23, 280
and solution to create value for our

28
00: 03: 20, 159 --> 00: 03: 26, 280
customers I feel proud to announce that

29
00: 03: 23, 280 --> 00: 03: 27, 920
your company has registered total income

30
00: 03: 26, 280 --> 00: 03: 32, 060
of rupees

31
00: 03: 27, 920 --> 00: 03: 33, 720
93.33 crores during the

32
00: 03: 32, 060 --> 00: 03: 35, 959
2021-22

33
00: 03: 33, 720 --> 00: 03: 39, 360

compared to rupees

34

00: 03: 35, 959 --> 00: 03: 42, 379
74.03 approved during the previous

35

00: 03: 39, 360 --> 00: 03: 46, 200
pistol with a healthy bottom line of

36

00: 03: 42, 379 --> 00: 03: 48, 420
rupees 8.69 crore

37

00: 03: 46, 200 --> 00: 03: 51, 239
the board of directors of the company

38

00: 03: 48, 420 --> 00: 03: 53, 879
have recommended the payment of dividend

39

00: 03: 51, 239 --> 00: 03: 56, 040
three percent on the equity shares of

40

00: 03: 53, 879 --> 00: 03: 58, 379
rupees 10 each

41

00: 03: 56, 040 --> 00: 03: 59, 480
on the post bonus share capital of

42

00: 03: 58, 379 --> 00: 04: 01, 620
rupees

43

00: 03: 59, 480 --> 00: 04: 04, 620
31.35 crores

44

00: 04: 01, 620 --> 00: 04: 07, 920
I hope you will appreciate the same

45

00: 04: 04, 620 --> 00: 04: 09, 780
lastly I thank all the stakeholders

46

00: 04: 07, 920 --> 00: 04: 12, 540
bankers

47

00: 04: 09, 780 --> 00: 04: 15, 959
employees and directors for their trust

48

00: 04: 12, 540 --> 00: 04: 18, 720
support guidance and good wishes which

49

00: 04: 15, 959 --> 00: 04: 20, 820
have provided enough courage to us to

50
00: 04: 18, 720 --> 00: 04: 23, 520
grow together and Achieve further

51
00: 04: 20, 820 --> 00: 04: 26, 400
milestone in time to come

52
00: 04: 23, 520 --> 00: 04: 27, 960
now I request the company secretary to

53
00: 04: 26, 400 --> 00: 04: 31, 320
carry forward the proceeding of the

54
00: 04: 27, 960 --> 00: 04: 33, 660
meeting as per the agenda thank you

55
00: 04: 31, 320 --> 00: 04: 34, 880
thank you chairman sir

56
00: 04: 33, 660 --> 00: 04: 37, 199
yes

57
00: 04: 34, 880 --> 00: 04: 39, 199
you must have received and gone through

58
00: 04: 37, 199 --> 00: 04: 43, 440
the Indian report of the financial

59
00: 04: 39, 199 --> 00: 04: 45, 840
year ended 31st March 2012 along with

60
00: 04: 43, 440 --> 00: 04: 48, 360
directions report financial statements

61
00: 04: 45, 840 --> 00: 04: 50, 540
presented and strategy or you can

62
00: 04: 48, 360 --> 00: 04: 50, 540
support

63
00: 04: 55, 380 --> 00: 05: 00, 180
we are members all strategy registers

64
00: 04: 57, 540 --> 00: 05: 01, 380
and records are open for inspection for

65
00: 05: 00, 180 --> 00: 05: 03, 960
the members of the company at the

66

00: 05: 01, 380 --> 00: 05: 05, 880
register office

67

00: 05: 03, 960 --> 00: 05: 07, 800
members will not charge their work

68

00: 05: 05, 880 --> 00: 05: 09, 960
between the inverting behavior a

69

00: 05: 07, 800 --> 00: 05: 12, 600
requested to class 4 immediately after

70

00: 05: 09, 960 --> 00: 05: 14, 280
conclusion of this aging so the working

71

00: 05: 12, 600 --> 00: 05: 18, 620
facility will be available

72

00: 05: 14, 280 --> 00: 05: 18, 620
for 15 minutes after the meeting is over

73

00: 05: 19, 500 --> 00: 05: 24, 180
here members we will also traditional

74

00: 05: 21, 600 --> 00: 05: 26, 539
succession on completion of each leader

75

00: 05: 24, 180 --> 00: 05: 26, 539
types

76

00: 05: 27, 259 --> 00: 05: 33, 960
foreign number one

77

00: 05: 30, 300 --> 00: 05: 35, 940
it is related to see consider and adopt

78

00: 05: 33, 960 --> 00: 05: 39, 360
the financial statements of the company

79

00: 05: 35, 940 --> 00: 05: 41, 840
for the finance Center ended on 31

80

00: 05: 39, 360 --> 00: 05: 41, 840
percent

81

00: 05: 44, 280 --> 00: 05: 49, 020
the statement of property loss account

82

00: 05: 46, 080 --> 00: 05: 51, 060
for the year ended on 10 days and the

83
00: 05: 49, 020 --> 00: 05: 51, 840
reports of modern directors and Auditors

84
00: 05: 51, 060 --> 00: 05: 54, 360
there

85
00: 05: 51, 840 --> 00: 05: 59, 580
please Purpose By history you have to be

86
00: 05: 54, 360 --> 00: 06: 01, 199
Patel and seconded by saying even bigger

87
00: 05: 59, 580 --> 00: 06: 03, 539
actor number two

88
00: 06: 01, 199 --> 00: 06: 05, 940
is related to declaration dividend one

89
00: 06: 03, 539 --> 00: 06: 07, 680
Equity sales that is recommended by the

90
00: 06: 05, 940 --> 00: 06: 09, 740
board of directors of them

91
00: 06: 07, 680 --> 00: 06: 13, 560
is supposedly

92
00: 06: 09, 740 --> 00: 06: 15, 780
secondary by C equals

93
00: 06: 13, 560 --> 00: 06: 17, 580
item number three

94
00: 06: 15, 780 --> 00: 06: 19, 820
do I find a narrator in place of which

95
00: 06: 17, 580 --> 00: 06: 19, 820
is

96
00: 06: 20, 000 --> 00: 06: 27, 620
in terms of section one to two by six of

97
00: 06: 23, 100 --> 00: 06: 27, 620
the complete size 13 and being eligible

98
00: 06: 29, 100 --> 00: 06: 32, 100

foreign

99

00:07:02,400 --> 00:07:08,000
item number six

100

00:07:04,380 --> 00:07:08,000
gratification of performance

101

00:07:10,860 --> 00:07:16,380
it's proposed by SRI conservative second

102

00:07:14,100 --> 00:07:19,199
advisory that means

103

00:07:16,380 --> 00:07:24,360
now as the internet items are over

104

00:07:19,199 --> 00:07:28,020
I depressed uh speakers themselves

105

00:07:24,360 --> 00:07:32,479
or a person it's an answer session

106

00:07:28,020 --> 00:07:32,479
if needs proceed for their business

107

00:07:38,160 --> 00:07:41,160
nothing

108

00:07:46,800 --> 00:07:49,800
foreign

109

00:08:17,060 --> 00:08:21,840
for the first time so some of my

110

00:08:19,979 --> 00:08:25,560
questions are basic to just understand

111

00:08:21,840 --> 00:08:27,479
the company a bit better so uh I

112

00:08:25,560 --> 00:08:29,520
understand from the website and the

113

00:08:27,479 --> 00:08:32,459
annual report that we are mainly into

114

00:08:29,520 --> 00:08:35,459
the excipient business uh which caters

115
00:08:32,459 --> 00:08:38,399
to the Pharma and uh di phenyl oxide

116
00:08:35,459 --> 00:08:40,860
which goes into the perfume industry so

117
00:08:38,399 --> 00:08:43,320
these are the only two segments we cater

118
00:08:40,860 --> 00:08:46,140
or uh we are also doing any other

119
00:08:43,320 --> 00:08:48,300
chemical uh business also that's my

120
00:08:46,140 --> 00:08:50,820
first question uh secondly if we are

121
00:08:48,300 --> 00:08:54,180
into any other chemical also if you can

122
00:08:50,820 --> 00:08:56,820
give their name and application uh that

123
00:08:54,180 --> 00:08:58,740
would be fine and uh if you can give us

124
00:08:56,820 --> 00:09:01,560
the breakup of Revenue in terms of

125
00:08:58,740 --> 00:09:04,500
excipient and aromatic chemical health

126
00:09:01,560 --> 00:09:06,600
uh if I see here last year's annual

127
00:09:04,500 --> 00:09:10,680
report last year I think we have added

128
00:09:06,600 --> 00:09:13,200
20 crore rupees in a gross block so uh

129
00:09:10,680 --> 00:09:15,899
post the expansion uh what is our

130
00:09:13,200 --> 00:09:18,839
capacities for excipient and aromatic

131

00:09:15,899 --> 00:09:22,640
chemical and how much was the capacity

132

00:09:18,839 --> 00:09:26,040
utilization in fy22

133

00:09:22,640 --> 00:09:28,740
how much revenue uh how much revenue

134

00:09:26,040 --> 00:09:31,200
comes from excipient aromatic chemical

135

00:09:28,740 --> 00:09:33,680
and other segment if you can give us the

136

00:09:31,200 --> 00:09:37,800
breakup of the revenue

137

00:09:33,680 --> 00:09:41,700
uh in if we see our gross margin uh you

138

00:09:37,800 --> 00:09:44,100
know it was 52 percent in fy21 and it

139

00:09:41,700 --> 00:09:48,899
has come down to almost 36 percent in

140

00:09:44,100 --> 00:09:51,360
fy22 uh and prior to FY 20 one also we

141

00:09:48,899 --> 00:09:55,740
were some uh in some years we have done

142

00:09:51,360 --> 00:09:58,080
50 60 gross margin uh and in q1 again we

143

00:09:55,740 --> 00:10:00,839
have come back to 50 so what is the

144

00:09:58,080 --> 00:10:03,120
sustainable gross margin and is there

145

00:10:00,839 --> 00:10:05,640
any wide difference in the gross margin

146

00:10:03,120 --> 00:10:08,580
uh or a better margin in xcp and

147

00: 10: 05, 640 --> 00: 10: 10, 680
business and aromatic chemicals if there

148
00: 10: 08, 580 --> 00: 10: 12, 959
uh there is a wide difference then if

149
00: 10: 10, 680 --> 00: 10: 14, 760
you can give us the uh both the segment

150
00: 10: 12, 959 --> 00: 10: 18, 660
wise margin

151
00: 10: 14, 760 --> 00: 10: 22, 080
uh sir if we see our sales uh it has uh

152
00: 10: 18, 660 --> 00: 10: 25, 980
it was only 56 crore in FY 20 and it has

153
00: 10: 22, 080 --> 00: 10: 29, 220
gone to almost 93 crore in fy22 and this

154
00: 10: 25, 980 --> 00: 10: 31, 260
year we will surely cross 100 crore so I

155
00: 10: 29, 220 --> 00: 10: 34, 500
wanted to understand that this entire

156
00: 10: 31, 260 --> 00: 10: 36, 959
growth is due to volume or also the

157
00: 10: 34, 500 --> 00: 10: 40, 019
price realization uh so if you can uh

158
00: 10: 36, 959 --> 00: 10: 42, 959
give me the how much growth was due to

159
00: 10: 40, 019 --> 00: 10: 45, 240
the volume growth uh and what kind of

160
00: 10: 42, 959 --> 00: 10: 48, 540
growth we are targeting for next two

161
00: 10: 45, 240 --> 00: 10: 50, 700
three years uh which are our major raw

162
00: 10: 48, 540 --> 00: 10: 53, 160
materials if you can mention and how

163
00: 10: 50, 700 --> 00: 10: 56, 040

easy it is in our industry to you know

164

00:10:53,160 --> 00:11:00,660
uh pass on the raw material increases to

165

00:10:56,040 --> 00:11:03,000
our uh and customer uh our export was

166

00:11:00,660 --> 00:11:07,700
business was last year stagnant in fact

167

00:11:03,000 --> 00:11:10,160
it has come down slightly uh so whatever

168

00:11:07,700 --> 00:11:13,019
yeah

169

00:11:10,160 --> 00:11:17,700
seems to be very long can you give can

170

00:11:13,019 --> 00:11:17,700
you give one by one person so this is it

171

00:11:25,680 --> 00:11:33,000
in writing it's uh they're not really

172

00:11:29,899 --> 00:11:37,140
we'll talk to him

173

00:11:33,000 --> 00:11:39,320
okay so whom should I contact uh if you

174

00:11:37,140 --> 00:11:39,320
can

175

00:11:39,899 --> 00:11:41,899
um

176

00:11:46,560 --> 00:11:52,680
so uh if you can uh so my request would

177

00:11:50,339 --> 00:11:55,260
be uh if some of these whichever answer

178

00:11:52,680 --> 00:11:57,779
you can give it right now uh it would be

179

00:11:55,260 --> 00:11:59,279
great otherwise uh rest for rest of the

180
00: 11: 57, 779 --> 00: 12: 03, 620
things I will contact the company

181
00: 11: 59, 279 --> 00: 12: 03, 620
secretary or anyone yeah

182
00: 12: 04, 640 --> 00: 12: 09, 620
we will contact you directly and we will

183
00: 12: 07, 260 --> 00: 12: 13, 820
explain the matter

184
00: 12: 09, 620 --> 00: 12: 13, 820
okay sure no problem sir

185
00: 12: 36, 560 --> 00: 12: 42, 240
uh you correctly understand and our

186
00: 12: 39, 660 --> 00: 12: 46, 940
Revenue will be

187
00: 12: 42, 240 --> 00: 12: 46, 940
uh almost 70 30 ratio

188
00: 12: 47, 760 --> 00: 12: 51, 440
right

189
00: 12: 49, 079 --> 00: 12: 51, 440
hello

190
00: 12: 57, 620 --> 00: 13: 04, 740
yes and our growth is normally we are

191
00: 13: 01, 740 --> 00: 13: 08, 040
growing in steady way and uh not for uh

192
00: 13: 04, 740 --> 00: 13: 11, 959
not because of Any volume or any price

193
00: 13: 08, 040 --> 00: 13: 16, 700
but it will be a routine process

194
00: 13: 11, 959 --> 00: 13: 19, 980
and our next next year Target uh roughly

195
00: 13: 16, 700 --> 00: 13: 22, 500
110 crops

196

00: 13: 19, 980 --> 00: 13: 26, 579
so any further detail you can contact

197

00: 13: 22, 500 --> 00: 13: 29, 240
the CFO anytime thank you thank you sir

198

00: 13: 26, 579 --> 00: 13: 29, 240
thank you

199

00: 13: 30, 019 --> 00: 13: 34, 019
yeah online

200

00: 13: 37, 820 --> 00: 13: 43, 139
please unmute yourself

201

00: 13: 39, 899 --> 00: 13: 45, 540
yeah uh am I Audible

202

00: 13: 43, 139 --> 00: 13: 49, 079
yeah please go on

203

00: 13: 45, 540 --> 00: 13: 50, 700
uh good morning everyone uh respected

204

00: 13: 49, 079 --> 00: 13: 54, 000
chairman board of directors and other

205

00: 13: 50, 700 --> 00: 13: 57, 180
members thank you for giving me uh this

206

00: 13: 54, 000 --> 00: 14: 00, 660
opportunity uh I had mailed my detailed

207

00: 13: 57, 180 --> 00: 14: 03, 120
questions uh uh uh you know and Mr fosey

208

00: 14: 00, 660 --> 00: 14: 05, 880
was very kind to reply them back so

209

00: 14: 03, 120 --> 00: 14: 09, 360
thank you Mr fosey so apart from that I

210

00: 14: 05, 880 --> 00: 14: 12, 180
just couple of things one is uh if if uh

211

00: 14: 09, 360 --> 00: 14: 16, 440
if uh dhiraj Bhai can uh you know

212

00: 14: 12, 180 --> 00: 14: 18, 540
comment on the market in terms of uh you

213
00: 14: 16, 440 --> 00: 14: 20, 820
know where we are placed uh with respect

214
00: 14: 18, 540 --> 00: 14: 24, 560
to their other companies also like uh

215
00: 14: 20, 820 --> 00: 14: 27, 480
you know color cone WinCo

216
00: 14: 24, 560 --> 00: 14: 29, 839
coral and obviously evonik you know so

217
00: 14: 27, 480 --> 00: 14: 32, 519
where we are placed in terms of uh

218
00: 14: 29, 839 --> 00: 14: 34, 740
copolymers as well as ready mixes which

219
00: 14: 32, 519 --> 00: 14: 36, 480
is a new product from our side with

220
00: 14: 34, 740 --> 00: 14: 38, 820
respect to the other companies which are

221
00: 14: 36, 480 --> 00: 14: 41, 160
present whether ebonic is manufacturing

222
00: 14: 38, 820 --> 00: 14: 43, 199
it in India or not so some color on the

223
00: 14: 41, 160 --> 00: 14: 45, 779
market side will be very helpful in

224
00: 14: 43, 199 --> 00: 14: 47, 820
terms of how big we are or where the

225
00: 14: 45, 779 --> 00: 14: 50, 040
market is I also believe a lot of

226
00: 14: 47, 820 --> 00: 14: 53, 760
companies produce formulators they

227
00: 14: 50, 040 --> 00: 14: 56, 399
produce their own uh xcpns also you know

228
00: 14: 53, 760 --> 00: 14: 58, 260

it's captively produced that was the

229

00: 14: 56, 399 --> 00: 15: 00, 300
first thing apart from that sort of

230

00: 14: 58, 260 --> 00: 15: 03, 120
small suggestion given it's a very Niche

231

00: 15: 00, 300 --> 00: 15: 05, 519
company uh uh you know and it's not

232

00: 15: 03, 120 --> 00: 15: 07, 380
really uh you know not many people know

233

00: 15: 05, 519 --> 00: 15: 10, 860
about it I've been a shareholder for

234

00: 15: 07, 380 --> 00: 15: 12, 540
almost seven eight years now so a small

235

00: 15: 10, 860 --> 00: 15: 14, 940
suggestion that if he can you know

236

00: 15: 12, 540 --> 00: 15: 17, 459
really have a press release with every

237

00: 15: 14, 940 --> 00: 15: 19, 980
result or maybe have a uh you know quick

238

00: 15: 17, 459 --> 00: 15: 21, 600
phone call with some of these uh you

239

00: 15: 19, 980 --> 00: 15: 23, 820
know long long term shareholders or

240

00: 15: 21, 600 --> 00: 15: 26, 100
analysts at least every six months if

241

00: 15: 23, 820 --> 00: 15: 28, 079
not six months at least a annually you

242

00: 15: 26, 100 --> 00: 15: 31, 019
know uh so the company will become

243

00: 15: 28, 079 --> 00: 15: 33, 839
little more known and visible uh in the

244

00: 15: 31, 019 --> 00: 15: 35, 339
market uh that's that's it uh from my

245

00: 15: 33, 839 --> 00: 15: 38, 480
side thank you for giving this

246

00: 15: 35, 339 --> 00: 15: 42, 600
opportunity and all the very best

247

00: 15: 38, 480 --> 00: 15: 45, 240
basically in xcp and business also we

248

00: 15: 42, 600 --> 00: 15: 49, 019
have two segments one is basic polymers

249

00: 15: 45, 240 --> 00: 15: 52, 019
for uh Karma and the second is ready mix

250

00: 15: 49, 019 --> 00: 15: 57, 300
so in polymers you won't increase the

251

00: 15: 52, 019 --> 00: 16: 00, 120
Pioneer and we almost second largest

252

00: 15: 57, 300 --> 00: 16: 03, 860
and in the Ready Mix segment

253

00: 16: 00, 120 --> 00: 16: 07, 160
color cone is big and we are

254

00: 16: 03, 860 --> 00: 16: 07, 160
relatively small

255

00: 16: 07, 680 --> 00: 16: 12, 959
and your suggestion is good we will

256

00: 16: 10, 920 --> 00: 16: 16, 399
consider in Fusion

257

00: 16: 12, 959 --> 00: 16: 16, 399
thank you thank you

258

00: 16: 20, 579 --> 00: 16: 24, 980
so I hope uh all the other speakers

259

00: 16: 25, 620 --> 00: 16: 31, 680
now I propose a lot of things

260

00: 16: 28, 699 --> 00: 16: 33, 240
the chairman sir and other members of

261

00: 16: 31, 680 --> 00: 16: 35, 639
the Border vehicles

262

00: 16: 33, 240 --> 00: 16: 36, 540
we have also thank you shareholders and

263

00: 16: 35, 639 --> 00: 16: 38, 699
girls

264

00: 16: 36, 540 --> 00: 16: 39, 540
employees and business associates of the

265

00: 16: 38, 699 --> 00: 16: 41, 880
company

266

00: 16: 39, 540 --> 00: 16: 44, 399
wants a continued support to the company

267

00: 16: 41, 880 --> 00: 16: 46, 139
it's a whole journey there is there is

268

00: 16: 44, 399 --> 00: 16: 48, 899
no other business country

269

00: 16: 46, 139 --> 00: 16: 52, 220
I tell you it gets concluded thank you

270

00: 16: 48, 899 --> 00: 16: 52, 220
very much thank you

271

00: 16: 56, 959 --> 00: 17: 03, 010
shall we conclude the meetings

272

00: 16: 59, 780 --> 00: 17: 03, 010
[Music]

273

00: 17: 16, 699 --> 00: 17: 21, 860
shall we conclude the meeting yes he has

274

00: 17: 19, 679 --> 00: 17: 21, 860
conclude