

11:01:24 We are live now.
11:01:33 Good morning ladies and gentlemen.
11:01:47 You all are welcome to the 27th Annual General Meeting of Vikram Thermo(India) Limited.
11:01:49 Hope you and your beloved one are fine in this pandemic
11:02:06 As the quorum is present we shall start the meeting proceedings
11:02:06 Shree Chimanbhai Patel, Whole Time Director & Chairman, Shri Dhirajlal Patel, Managing Director, Shri Ankur Patel, Shri Shailesh Pate, Independent Director, M.d.Fosi, CFO, Company secretary and scrutinizier are present
11:02:15 Representatives from the statutory auditor of companies also present.
11:02:21 Now I request, Chairman sir, to deliver welcome speech.
11:02:30 As always, I am pleased to welcome you all at this 27 th Annual General Meeting of the company and present the performance details of the company for F.Y. 2020-21.
11:02:37 The financial year 20-21 has been in line with financial forecasts and budgets.
11:03:17 In fact, the pandemic has taught us to have a business model that is flexible, agile, resilient and above all, one that needs to deal with unforeseen circumstances.
11:03:12 Though the world's economy was reeling under never before witnessed turmoil of fast growing threat of Covid-19 Pandemic,
11:03:15 Your company has recorded its turn over of RS. 74, crores, the profit after tax of Rs. 12.06 Crores.
11:03:30 As the expansion at both the plants is over and the trials
11:03:38 have begun which show exciting product quality standards which will definitely
11:03:42 which will definitely provide it to the
11:03:53 company's plans to grow organically.
11:04:06 Despite our desire to conserve our resources for future plans the
11:04:14 board of directors of the company have recommended a payment of dividend 15% o.
11:04:28 on the current share capital Rs.627.16 Lacs.
11:04:32 I hope you will appreciate the same
11:04:36 Lastly, I thank all the stakeholders, bankers, employees and directors for their trust, support, guidance and good wishes.
11:04:51 The journey ahead is long. Together we shall continue to grow.
11:04:58 Now I request the Company Secretary to carry forward the proceedings of the meeting as per the agenda.
11:05:05 Thank you chairman sir.
11:05:19 Dear shareholders, You must have received the Annual Report for the F.Y. 2020-21.
11:05:22 ALONGWITH directors report and financial statements of that date and Statutory auditor's report, and with the consent of all the members I assume the same to be taken as read. The statutory registers and the other records are kept open for inspection, for the members at the registered office
11:05:40 the company.
11:05:43 Members who have not pass their vote during the remote voting period are requested to cast the vote immediately after the conclusion of this meeting as voting facility are kept open for 15 minutes after conclusion of this AGM.
11:05:57 We will also have, question answer session
11:06:03 on completion of these AGENDA items. now we will go ahead with the formal agenda items.
11:06:08 Item number one.
11:06:11 Is it related to receive. Consider, and adopt the financial statements of the company for the financial year ended 31st March 21, including balancesheet as on 31st March, 2021, statement of profit and loss for the period ended on 31st march, 2021, along with
11:06:33 the reports of board of directors and auditors there on this proposed by shree chimanbhai Patel. Seconded by shree dhirajlal patel
11:06:39 Item number two. To declare dividends on equity says is recommended by board of directors of the company.
11:06:45 This proposed by Shree Dhirajlal Patel and
11:06:53 seconded by M D FOSI
11:06:51 ITEM number three, TO appoint Alpaben Patel who retires by rotation
11:06:59 In terms of Section 152 of companies act 2013 and being eligible.
11:07:05 Offers herself, for reappointment ie is proposed by Dinesh Patel.
11:07:11 Seconded by shree ankur patel item number four to reappoint Mr Dinesh Patel as a whole time director.
11:07:19 This proposed by ankur patel
11:07:22 Seconded by vikalp patel.
11:07:27 Item number five appointment of Ankur patel as a whole time Director of the company.
11:07:33 This proposed by shree harjivan Patel, seconded by alpesh patel. item number six, that relates to appointment and payment of remuneration to the cost auditor of the company. it is proposed by ghanshyam Patel and seconded by shree jaimin patel
11:08:02 Now we have concluded the agenda items numbers members are requested to cast vote immediately after the meeting is over. Now I keep open question answers session for those who have registered as a speaker shareholders.
11:08:08 Please go ahead.
11:08:10 The shareholders
11:08:15 I requested to unmute themselves.

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11:08:20 Morning. So can I speak as I have registered myself for question answers. yes please go ahead, thanks for registering me as a speaker.

11:08:31 Our products are quite unique and it has been in the watch by many investor in pharma so I would request promoter to look at last picture and we focus on long term wealth.

11:08:40 Some my queries are as follows.

11:08:43 First, are we considering the demerger of aromatic chemicals division from the existing business of the company?

11:08:50 Well, so what would be the broadly revenue for both the segments, the breakup is given for local sales and export sales, but not category wise, so can I get a broader category wise bifurcation a number two.

11:09:09 forward. Number three, what would be our market share in pharma industry and what we aspire it to be a number four. So how do we stand vis-a-vis Evonik in terms of quality.

11:09:25 Number five, do we supply farmer coating materials to any big pharma company or do we largely cater to small farmer players.

11:09:35 Number six. So what is the status of us DFME applications and tentatively I know it's a long process but tentatively What are, what do you think when we should be able to clear this.

11:09:46 My Another question is, is there any natural coating material available.

11:09:51 That is natural coating, a real fit for our company.

11:09:56 Coming back to expansion now. So my question is what is our land at how much utilize what is available for further expansion. Do we have any FSI to construct any addition building is available in whatever capacity at both facilities, sir.

11:10:10 Is it interchangeable between aromatic and pharma excipients.

11:10:15 And what would be our capacity once WIP getting operational. And when we see that getting up.

11:10:26 So the crude prices have been rising So what we'll do to improve the margin.

11:10:31 So do we have any technology upgradation plan.

11:10:35 And so the last question is recently, I've seen a new company has been formed in March and recently seen that it's a plan for corporate restructuring.

11:10:45 so that would be demerger, if I understand it, right, and not any unit sale.

11:10:51 So the shareholder will continue participating in both the business. Thank you for allowing me as a speaker, sir. Thank you very much.

11:11:07 Hello.

11:11:09 Thank you for the questions.

11:11:12 You have so many questions. So, you can write them in, or you can contact, by phone. So in detail you can get them sir, but main questions you are asking segment wise.

11:11:27 So I can say that the sales in aromatic chemicals, which are 25% and 75% of sales is from pharma polymer business.

11:11:45 So, the merger is beneficial or not. So we are thinking one deadline. Right now, nothing is concrete.

11:11:57 Yeah, I mean it's ever with traditional per speaker, get good results.

11:12:15 Good offensive, a good mindset does I estimate now.

11:12:16 Yeah.

11:12:17 Yeah. Good morning.

11:12:29 Can you share as to what were the key drivers and reasons behind the strong performance and what were the new achievements that we did this year that drive drove this kind of performance for us.

11:12:43 I think you contacted Mr. Fosi and all the questions in detail, have been replied.

11:12:51 Yes, but at the management level I would appreciate if you can share your vision and direction for the company for next two three years as because this polymer businesses something very interesting that we have and we have good margins and this also.

11:13:05 So, if you can share at your vision level, what do you think about this segment and how do you plan to grow it going forward. Because when we look at the competitive landscape, but they are two three competitors only and all of them are much bigger than

11:13:18 us. So we have ample amount of scope to catch up also if we if we do some innovative things. So, Your some thoughts will be very helpful.

11:13:30 Basically our product is itself is innovative and new technology, we are adopting but our product growth is slow.

11:13:40 Because the acceptance from the customer takes time. So growth is limited to 10 to 15%. So, we are definitely growing, but not so fast.

11:13:54 Okay.

11:13:56 And and you see any changes in the market or for us because of which we can do better like this capex also that we're doing, which will help us grow faster going forward.

11:14:08 We will definitely grow, but it will not be faster because our products are slow for approval by the customer.

11:14:18 Okay, so you believe this 15% growth rate is something that is a achievable number for us.

11:14:41 10 to 15% you consider. Okay, okay. Thank you, sir. All the best in

11:14:33 any of those areas where we registered as a speaker.

11:14:38 Please go ahead.