WEBVTT

1

00:00:17.879 --> 00:00:23.129

Good morning morning everybody.

2

00:00:23.129 --> 00:00:26.160

I am the chairman of the company.

3

00:00:26.160 --> 00:00:30.780

And then 30, 30.

4

00:00:30.780 --> 00:00:33.899

Yeah, uh.

5

00:00:33.899 --> 00:00:38.159

You know.

6

00:00:39.270 --> 00:00:44.520

But it is then connected the same.

7

00:00:44.520 --> 00:00:49.289

2 devices maybe for.

8

00:00:49.289 --> 00:00:53.250

Hello.

9

00:00:55.619 --> 00:01:01.740

5th, okay.

10

00:01:13.019 --> 00:01:16.650

No.

11

00:01:18.480 --> 00:01:22.379

Hello? Yeah better. No so better speaker.

12

00:01:22.379 --> 00:01:25.920

Okay, I've taken up starting for that. Yeah Yeah.

13

00:01:25.920 --> 00:01:29.969

Um, I might do Thomas chairman of the company.

14

00:01:29.969 --> 00:01:36.090

I will share the 35 annual general meeting of 89, limited.

15

00:01:36.090 --> 00:01:41.939

This meeting is held through video conferencing or other audio visual means person to the surplus issue.

16

00:01:41.939 --> 00:01:48.329

By the ministry of corporate affairs and securities and exchange motivate you to the corporate bank, be locked up.

17

00:01:49.349 --> 00:01:54.120

I hope for those of you participating in this meeting that your families are staying safe and well.

18

00:01:54.120 --> 00:01:58.200

As we have the requisite forum, I now call the meeting to order.

19

00:01:58.200 --> 00:02:02.159

I would like to highlight to general instructions to all the members.

20

00:02:03.269 --> 00:02:10.590

1, the savior which is being held for video conferencing or other audio, which means it's made available for members. 1st, come 1st, served basis.

21

00:02:10.590 --> 00:02:17.250

To all the participants have joined the meeting having muted by the host of the meeting to white background noise.

22

00:02:17.250 --> 00:02:21.599

If any and Ted, so smooth and seamless contact of the meeting.

23

00:02:21.599 --> 00:02:28.889

The more a boarding facility was provided by the company to work for the solution set for.

24

00:02:28.889 --> 00:02:35.340

Notice from Monday, 23rd, August, 2021, Wednesday, 25th, August, 21.

25

00:02:35.340 --> 00:02:40.919

So members who have not cast the awards before, and are attending this meeting.

26

00:02:40.919 --> 00:02:46.740

We'll be able to pass there what's through the voting facility provided by CBS during the course of the meeting.

27

00:02:46.740 --> 00:02:52.229

The emoting facility will be available up to 15 minutes from the end of page. Yeah.

28

00:02:54.389 --> 00:02:59.759

5 members are requested to refer to the instructions we provided the notice of the meeting.

29

00:02:59.759 --> 00:03:05.729

In case of any difficulties members and please contact cdsl stated in the notice.

30

00:03:05.729 --> 00:03:11.759

6, the company, as you see it request for few members to register the speakers.

31

00:03:11.759 --> 00:03:18.449

Names and the speaker shareholders are already registered with because apparently the Q a session to put for the question.

32

00:03:18.449 --> 00:03:21.840

Expenses we come to allocated 3 minutes to speak.

33

00:03:23.129 --> 00:03:30.990

7 members can also post their questions on the chat box facility available on the video conference screen at the start of the question answer session.

34

00:03:30.990 --> 00:03:37.560

If we notice the company reserves, the right to limit the number of members asking questions, depending on the variability of time, the.

35

00:03:37.560 --> 00:03:40.590

Registers.

36

00:03:40.590 --> 00:03:45.090

Uh, as required under companies that 2013 is now open for inspection.

37

00:03:45.090 --> 00:03:48.479

Members seeking to inspect the stress can send an email to.

38

00:03:48.479 --> 00:03:52.080

Shareholder at Nashville dot com during the course of each.

39

00:03:52.080 --> 00:03:59.729

9, in accordance with the recent MC surplus requirement of appointing proxy is not applicable to this meeting.

40

00:04:02.490 --> 00:04:07.229

Integration introduction of directors I wake president of the company.

41

00:04:07.229 --> 00:04:11.580

Or joining this meeting for video conferencing from their respective locations.

42

00:04:11.580 --> 00:04:17.759

I might need Thomas chairman and also chairman the stake holders Relations Committee of the company.

43

00:04:21.269 --> 00:04:24.449

Mr. and me, I like open.

44

00:04:24.449 --> 00:04:29.908

Has not yet joined so this is.

45

00:04:29.908 --> 00:04:36.088

Sorry, I didn't see that indepent director and who was also the chairman of the audit committee.

46

00:04:36.088 --> 00:04:40.528

Nomination and committee and management committee of the company.

47

00:04:42.389 --> 00:04:48.718

Mr. independent director and also the chairman of corporate social responsibility committee of the company.

48

00:04:50.069 --> 00:04:56.728

Is Katie book? Independent director? Mrs Thomas non executive director.

49

00:04:57.749 --> 00:05:00.778

Mrs. independent woman director.

50

00:05:02.369 --> 00:05:12.749

It's a non exempt director, so we have a full presence here. Thank you everybody from being.

51

00:05:12.749 --> 00:05:18.209

In addition to then the following options, the company apart, speaking from the respective locations.

52

00:05:18.209 --> 00:05:21.899

Mr. senior vice president and manager.

53

00:05:21.899 --> 00:05:25.199

Mr I'm the senior vice presidents here.

54

00:05:25.199 --> 00:05:29.488

Mr. Thomas vice president, strategic planning and new business development.

55

00:05:29.488 --> 00:05:35.459

And Mr Sharon Joe's company secretary you also have Mr. TB.

56

00:05:35.459 --> 00:05:38.728

Partner and.

57

00:05:38.728 --> 00:05:45.028

Started accountants the stacks and the auditors. Mr. the secretary.

58

00:05:45.028 --> 00:05:51.658

Kay and Mrs formula the officials of the cameo corporate services is limited.

59

00:05:51.658 --> 00:05:57.269

Register and share transfer agent and also participating in this meeting from the respective locations.

60

00:05:57.269 --> 00:06:05.428

Proposition participation of members to have confidence that we recommend for the purpose of forum for this meeting as per the applicant provisions.

61

00:06:05.428 --> 00:06:12.209

Since the notice of this meeting has already been circulated all members I take the notice convening the meeting as a.

62

00:06:16.379 --> 00:06:20.579

Shareholders please note that, as is mentioned in the director's report.

63

00:06:20.579 --> 00:06:26.338

There are no qualifications. So address Max, even the statutory audit report or secretary report.

64

00:06:26.338 --> 00:06:31.168

And the auditors report, and 2nd, or report may not be read at the meeting.

65

00:06:32.189 --> 00:06:39.749

Avalon, we want to the speech.

66

00:06:40.978 --> 00:06:47.038

Yes, shareholders on behalf of the board of directors I have paid pleasure welcoming 30.

67

00:06:47.038 --> 00:06:52.019

Annual Meeting of the company in compliance with the general circular stated.

68

00:06:52.019 --> 00:06:58.439

0, 4, 2020 342020 5 0 5, 2020.

69

00:06:58.439 --> 00:07:02.759

And 13 of 121 issued by the minister of corporate effort.

70

00:07:02.759 --> 00:07:08.908

And surplus dated fellow 52020and15or, 131 bye.

71

00:07:08.908 --> 00:07:13.168

Securities and exchange board of India, we are holding the apartments.

72

00:07:13.168 --> 00:07:16.709

The concept of business as set forth in the notice of the here.

73

00:07:18.059 --> 00:07:21.959

The company's annual reports to year and in March 31st, 2021.

74

00:07:21.959 --> 00:07:25.108

Along the director's report have already been circulated, you.

75

00:07:25.108 --> 00:07:31.319

If your permission, I would like to take the operational overview.

76

00:07:31.319 --> 00:07:34.709

The, the bankrupt products was strong during the are under review.

77

00:07:34.709 --> 00:07:40.559

All divisions recording with by 6 flags and witnessing excellent performance.

78

00:07:40.559 --> 00:07:44.759

Our decaffeinated tea volumes in case. So 4,000 metric tons.

79

00:07:44.759 --> 00:07:48.509

And instantly, 1000 metric tons for the 1st time.

80

00:07:49.769 --> 00:07:55.348

The arrows have been missed the stock of production for those many expect as part of the new agreement with Kim.

81

00:07:55.348 --> 00:08:02.218

The entire facility and process was team and stabilized, allowing us to process our 700 tons of material.

82

00:08:03.238 --> 00:08:07.649

Despite adverse weather conditions and code related travel distinctions.

83

00:08:07.649 --> 00:08:10.738

My regular collection increase by 40%.

84

00:08:10.738 --> 00:08:14.309

Market price, increase and feed, get multiple.

85

00:08:14.309 --> 00:08:17.519

Price is also help improve the divisions performance.

86

00:08:19.649 --> 00:08:24.149

Investments in capacity balancing may do a deal and enhance production capacity.

87

00:08:24.149 --> 00:08:28.468

And enable the company to service increase of taken market demand.

88

00:08:28.468 --> 00:08:35.578

In addition to improve sales and favorable market conditions, the company implemented several process improvements.

89

00:08:35.578 --> 00:08:42.808

That resulted in efficiencies and cost savings across all aspects of the business, including agro operations, manufacturing and procurement.

90

00:08:42.808 --> 00:08:48.389

These savings and offset the sharp rise and inputs the pandemic.

91

00:08:49.528 --> 00:08:55.379

Despite the global surprising challenges, your company worked tirelessly to ensure that all customers service.

92

00:08:55.379 --> 00:09:00.869

By taking all the necessary precaution measures to ensure the health and safety of the employees and workers.

93

00:09:02.249 --> 00:09:08.879

Financial performance, total incomes to the 477.58 gross during the year 2021.

94

00:09:08.879 --> 00:09:12.989

As compared with 392.3 to close in the previous.

95

00:09:12.989 --> 00:09:17.339

Listing a growth of 21.73% profit after tax.

96

00:09:17.339 --> 00:09:24.389

For the year, 31.70% profit after tax for the year was 2.46 growth.

97

00:09:24.389 --> 00:09:29.519

Against 37.8 close in the previous 12.33%.

98

00:09:30.599 --> 00:09:35.068

Give it in the directors a place to recommend the final.

99

00:09:35.068 --> 00:09:41.099

The piece point 40 share, 40% of face value of is 1 each.

100

00:09:41.099 --> 00:09:48.989

On equity capital for the year and 31 32,021 appointing amounting to approximately 6.09.

101

00:09:48.989 --> 00:09:52.379

During the year, the interim different of.

102

00:09:52.379 --> 00:09:57.719

Is point 30 per share 30% amounting to the 4.57 gross.

103

00:09:57.719 --> 00:10:06.389

The aggregate the during the year is 2.70 per share. 70% is valuable. Is 1 each amounting.

104

00:10:06.389 --> 00:10:10.019

Is amounting to base 10.66 grows approximately.

105

00:10:11.308 --> 00:10:16.708

To the pandemic continues because of concern to global markets and business.

106

00:10:16.708 --> 00:10:20.938

By the global economy recovery has been gaining momentum.

107

00:10:20.938 --> 00:10:26.249

That is plenty of uncertainty as many countries continue to show signs of financial.

108

00:10:26.249 --> 00:10:30.629

Medical and spice attracts, we contribute, became businesses.

109

00:10:30.629 --> 00:10:39.989

With stable growth in the years to come speciality it takes Texas witness significant growth in last year and maybe an area of focus and capacity expansion for the coming year.

110

00:10:41.068 --> 00:10:47.788

The company will continue to invest resources in technology and processes that will allow us to main element in a competitive market.

111

00:10:47.788 --> 00:10:52.438

We will focus our efforts ongoing new niche and high value extracts.

112

00:10:52.438 --> 00:10:56.879

And divisions with an emphasis on formulations and solution based.

113

00:10:57.928 --> 00:11:03.119

While you divisions such as the animal nutrition and functional ingredients experience a challenging year.

114

00:11:03.119 --> 00:11:07.979

As we continue to make those with key customers and markets.

115

00:11:07.979 --> 00:11:12.568

This new, the agenda wise to become key drivers of growth for your company.

116

00:11:14.578 --> 00:11:24.599

Impact of gold 19 on the company. The company is temporarily suspended its commercial operations in accordance with commerce lock down integration on 24th, March, 2020.

117

00:11:24.599 --> 00:11:28.708

However, the production units and Caroline to.

118

00:11:28.708 --> 00:11:32.369

You got a head start and its operations with the skeleton and stuff.

119

00:11:32.369 --> 00:11:40.708

On the 2nd, week of April 2020 itself after receiving all necessary approvals and implementing all safety related proposals.

120

00:11:40.708 --> 00:11:44.969

We continue to operate as well to find operation protocols.

121

00:11:44.969 --> 00:11:51.658

You calling social listing, distancing, frequent sanitizing temperature, monitoring and non overlap of employees and ships.

122

00:11:54.119 --> 00:11:57.899

Thanks to proactive and it's been planning. The company was not significant.

123

00:11:57.899 --> 00:12:02.759

Frequently packed, and by the pandemic, despite disruption to supply chain.

124

00:12:02.759 --> 00:12:06.058

Logistics and availability of space. 2 months.

125

00:12:06.058 --> 00:12:12.629

I'm happy to say that the company to call, right? Because measures it help from the business in the pandemic situation.

126

00:12:13.798 --> 00:12:23.188

Acknowledgment on behalf of the board and my own I would like to thank our valuable shareholders. Customers, farmers, bankers, supplies, suppliers, custodians.

127

00:12:23.188 --> 00:12:27.568

Deleted and others take orders.

128

00:12:27.568 --> 00:12:31.349

For that golf patient and assistance provided to the company.

129

00:12:31.349 --> 00:12:36.178

I also thank all my colleagues in the board for support and guidance.

130

00:12:37.349 --> 00:12:43.558

Our employees and our greatest asset, you have the board of directors and on your behalf are based on record.

131

00:12:43.558 --> 00:12:48.328

The appreciation of the hard work commitment and lead sense of values are employees at all levels.

132

00:12:48.328 --> 00:12:55.139

I would like to make a special mention Mark who retired or March 31st as I see you.

133

00:12:55.139 --> 00:12:59.369

He was a CEO for 6 years and worked with a company for 25 years.

134

00:12:59.369 --> 00:13:04.438

I think we all appointment a deep attribute for the commitment.

135

00:13:04.438 --> 00:13:13.558

And wisdom all the best in the retirement. Meanwhile, I hope all of you and your family's stable and Stacy. Thank you. Thank.

136

00:13:20.278 --> 00:13:23.609

You get permission I allow the question the answer.

137

00:13:23.609 --> 00:13:27.359

Station.

138

00:13:27.359 --> 00:13:30.778

We have received.

139

00:13:30.778 --> 00:13:35.219

Request to speak from each channel guys.

140

00:13:35.219 --> 00:13:38.969

And 3 of them have 2nd, send him very comprehensive.

141

00:13:38.969 --> 00:13:41.999

Set of questions to the company.

142

00:13:41.999 --> 00:13:48.839

And with your public, then I would like to 1st, answer those 3 sets of questions and then open out.

143

00:13:48.839 --> 00:13:54.028

Again, to all the shareholders who are registered, if they have any further questions, or if.

144

00:13:54.028 --> 00:13:57.269

If there's a duplicate questions, and maybe not, they asked.

145

00:13:57.269 --> 00:14:00.749

So, with your permission, I will just move on.

146

00:14:00.749 --> 00:14:14.548

The 1st, set of questions is, um.

147

00:14:14.548 --> 00:14:24.028

Received by Mr. Jenn ammonia and Mr. nominee all the questions we will open them later. So you won't have anything.

148

00:14:25.168 --> 00:14:28.379

Um, so I'm guys asked for the.

149

00:14:29.489 --> 00:14:33.658

Paid paid regulators in global market size and what I think.

150

00:14:33.658 --> 00:14:37.198

Top 3 countries in the shadow of market and what our future plans are.

151

00:14:37.198 --> 00:14:43.349

The global market is approximately 101,002,000 grams.

152

00:14:43.349 --> 00:14:47.818

And China documents a market with the 85% share followed by India.

153

00:14:47.818 --> 00:14:50.999

For our future plans, we are seeing the potentials.

154

00:14:50.999 --> 00:14:55.619

3510%? 2nd question.

155

00:14:55.619 --> 00:14:59.428

Is a question on on feed gate prices.

156

00:14:59.428 --> 00:15:02.428

And how much whether up in terms of percentage.

157

00:15:02.428 --> 00:15:07.349

Uh, the feedback prices went up to about 20 by 20 to 30%.

158

00:15:07.349 --> 00:15:10.948

They were in March, they were at about 21.

159

00:15:10.948 --> 00:15:14.068

They have now come down to what he said is still a good price.

160

00:15:14.068 --> 00:15:22.438

Unfortunately, the Chinese market is still not open so only by September or October, we will have a good indication of where the price is will.

161

00:15:22.438 --> 00:15:26.399

All indications out of the Chinese are trying to maintain the price at this level.

162

00:15:27.719 --> 00:15:33.749

The question 3 was of the 160 grows Monica load in sales. How much is being great?

163

00:15:33.749 --> 00:15:38.729

And answer that he did constitute 35% of the market.

164

00:15:40.499 --> 00:15:49.499

Focusing for us to, we can do to focus on more to move on. Perhaps the solution base selling. Can you give 1 of examples to explain this?

165

00:15:49.499 --> 00:15:56.099

Yes, rather than just sell a standard extract all orders and we aim to create more value added products.

166

00:15:56.099 --> 00:16:00.058

That has very specific applications for a customer.

167

00:16:00.058 --> 00:16:03.239

Provide a clean enabled solution for a particular customer.

168

00:16:03.239 --> 00:16:10.349

100 example, the production I will location that we develop formulations that can help you improve animal performance.

169

00:16:10.349 --> 00:16:17.969

And potentially replaced antibiotics question file is how? Because the rosemary expect market.

170

00:16:17.969 --> 00:16:21.328

What was its contribution and fileshare 2021?

171

00:16:21.328 --> 00:16:26.788

The market is approximately 1000 to 2200, but it's going.

172

00:16:26.788 --> 00:16:32.158

Fairly quickly item 6.

173

00:16:33.298 --> 00:16:41.849

An instant, a dcap key business from good growth from 100 to 140 growth. How big is market and what kind of work can we expect? The current year.

174

00:16:43.019 --> 00:16:51.808

What is our president capacity or our pretty much? The global decaf business estimated to be 10,000 to 15,000 times.

175

00:16:51.808 --> 00:16:56.219

Nobody instantly business substantially was 50 to 60,000.

176

00:16:56.219 --> 00:16:59.458

We are expecting 10 plus and percentage.

177

00:16:59.458 --> 00:17:02.489

Our decaf capacity is 6,000 tons.

178

00:17:02.489 --> 00:17:07.318

And instant is 1200 tons, which we hope to enhance the coming here.

179

00:17:07.318 --> 00:17:11.699

The margin in business are in line with our product pages.

180

00:17:11.699 --> 00:17:23.459

Items 7, what is our present capital capacity utilization on both extraction plants and what? Our expansion plans and the studios.

181

00:17:23.459 --> 00:17:28.648

This is a little limited concept. Really depends on your product mix.

182

00:17:28.648 --> 00:17:35.848

But on a present product mix, I think our capacity utilization is closer to about 90%.

183

00:17:35.848 --> 00:17:41.128

But, you know, that could change with investments and balancing, and also in the product makes.

184

00:17:41.128 --> 00:17:49.499

The major expansion being power is instantly capacity, which we want to increase by 50 to 100% that probably start off is financially.

185

00:17:49.499 --> 00:17:56.398

Question 8 is revenue is 470 girls and 4, which is journey is 394 close.

186

00:17:56.398 --> 00:18:04.409

What is the difference are 94 close because 13 growth and domestic sales for 63.

187

00:18:05.788 --> 00:18:15.689

I to question 9 to 19 demand for national putting this is on the rise of our are we missing more demand inquiries for our products?

188

00:18:15.689 --> 00:18:23.969

Yes, we are in getting more demand all across all divisions. However, the demand thing, all Italians.

189

00:18:23.969 --> 00:18:28.679

From the quarter to quarter question 10.

190

00:18:28.679 --> 00:18:32.278

During the last year, the maximum subsidy achieved revenue. Very close.

191

00:18:32.278 --> 00:18:37.679

How big is the Mexican animal? Your patient market and what is our revenue projection for the.

192

00:18:37.679 --> 00:18:41.038

And why do we choose Mexico for business?

193

00:18:41.038 --> 00:18:44.818

The Mexican market is the largest market in Latin America.

194

00:18:44.818 --> 00:18:51.179

And dominate support base segment is what? Our ideal to service other Latin American countries.

195

00:18:51.179 --> 00:18:57.808

The market is quite substantial we are only scratching the surface and we are targeting a 14% growth in sales.

196

00:18:58.979 --> 00:19:05.278

Question 11, what is the R and D budget for the current here? If the answer is the budget is 14.

197

00:19:05.278 --> 00:19:12.959

Uh, question 12 during 1920, we reported export in several rows this year. The same is.

198

00:19:12.959 --> 00:19:15.959

We recently announced road.

199

00:19:15.959 --> 00:19:18.989

Scheme is there anything to be received in 2021?

200

00:19:18.989 --> 00:19:23.098

Can it tell us what are the export announce for our different categories?

201

00:19:23.098 --> 00:19:27.868

It's very important question, and it's a very valid point if you know that.

202

00:19:27.868 --> 00:19:31.709

You can see 1920 we got 17 of export incentive.

203

00:19:31.709 --> 00:19:35.308

In 2021, we should have got 6 rows.

204

00:19:35.308 --> 00:19:38.788

Which, unfortunately, the government is still not open the portal.

205

00:19:38.788 --> 00:19:42.419

They have reduced the amount and they'll stop the game on any.

206

00:19:42.419 --> 00:19:47.818

We are schedule 6 close. We have not targeted since the portal is not open and.

207

00:19:47.818 --> 00:19:53.308

Hopefully, the government will open the portal. 1st, the plan. We can see that money in the current.

208

00:19:53.308 --> 00:20:00.719

Going forward under the new road scheme. Unfortunately, exports zones have been exempted. So we are getting.

209

00:20:00.719 --> 00:20:07.108

And even if you get the rate is 1.5 to 1 person as against 3 to 5 that.

210

00:20:07.108 --> 00:20:10.409

Previously, so that's going into some money and development for the company.

211

00:20:10.409 --> 00:20:15.929

But it's hard to know that despite of noise board incentives is still upon very well financially last.

212

00:20:18.719 --> 00:20:22.858

A, 2nd, set of questions that come home and stuff.

213

00:20:22.858 --> 00:20:27.778

And I will just quickly go to the questions.

214

00:20:27.778 --> 00:20:35.459

Again, he has asked a question on significant growth of gross profit margins, post commissioning of the new plan.

215

00:20:35.459 --> 00:20:40.648

And can you please explain the definitely the all the new unit, which makes it more profitable?

216

00:20:40.648 --> 00:20:46.558

I think here it's a little complex question. Answer possibly depends the product mix of both units.

217

00:20:46.558 --> 00:20:52.709

And the market conditions, the unity cannot status the flower collection, mainly from Mathematica.

218

00:20:52.709 --> 00:20:59.578

Apart from other products and significant improvement profit margins gave more for the price increases.

219

00:20:59.578 --> 00:21:02.699

You know, the efficiencies of the new plan.

220

00:21:03.898 --> 00:21:08.068

Uh, I question DOS makeup of sales and.

221

00:21:08.068 --> 00:21:11.128

Last 2 years and.

222

00:21:11.128 --> 00:21:17.519

Multi annual price contracts and spot sales. So normally 4th of our sales are under contract.

223

00:21:17.519 --> 00:21:21.239

Phases for the annual contacts in the rest is on sport.

224

00:21:22.259 --> 00:21:25.709

Can you want to know the name of a few or the last medical.

225

00:21:25.709 --> 00:21:32.159

Only competitors, they're mainly Chinese companies, genuine rainbow and leader.

226

00:21:32.159 --> 00:21:36.239

In in rosemary, that multiple.

227

00:21:38.338 --> 00:21:45.659

Question for was 1 more customized come in as more than 10% of our turnover.

228

00:21:45.659 --> 00:21:49.439

And paste and monitor an annual report recipes from 2 to 3.

229

00:21:49.439 --> 00:21:56.249

What I know who the new customer was, is 1 of our existing spice expecting customers and market actually from the US.

230

00:21:56.249 --> 00:22:01.318

And then look the registry purchasing the turnover results across 10%.

231

00:22:03.419 --> 00:22:06.598

Item 5, to be contract with them and see customers.

232

00:22:06.598 --> 00:22:11.098

Other companies.

233

00:22:11.098 --> 00:22:19.648

We have only 2 contracts, which are exclusive Kevin as the and all all the food. Great. So we don't sell to anybody else.

234

00:22:19.648 --> 00:22:23.429

And 1, more on the decaf team with the.

235

00:22:23.429 --> 00:22:29.249

Company another company, which is also.

236

00:22:29.249 --> 00:22:33.778

Prevents us from selling certain categories to certain countries.

237

00:22:33.778 --> 00:22:40.318

But everything else is open. Can you please provide the revenue from rosemary division during the year?

238

00:22:40.318 --> 00:22:43.709

Uh, the 1st year we did close out.

239

00:22:45.179 --> 00:22:53.249

Item 7, is that the company's present in many segments? Can you explain the static rational synergies to be in so many different segments?

240

00:22:53.249 --> 00:22:56.398

There's some costs.

241

00:22:56.398 --> 00:23:00.808

As you discuss before we are primarily in the solvent expansion.

242

00:23:00.808 --> 00:23:06.088

And these products, uh, go across the age of customers and.

243

00:23:06.088 --> 00:23:11.098

Various customers also have a user products and across the different segments.

244

00:23:11.098 --> 00:23:15.479

So, actually, it's quite an efficient process. It's not spelled out like, it looks.

245

00:23:17.098 --> 00:23:22.469

And the last question is, can you please rank the various segments based on growth back to the next 3 to 5 years.

246

00:23:22.469 --> 00:23:28.709

In order of growth, we expect instantly to be 1 spices to be 2nd.

247

00:23:28.709 --> 00:23:33.868

My goal isn't to be dark and was many and tcap please to come later.

248

00:23:38.189 --> 00:23:46.378

Received 1 more set of questions from this morning very late, but real time quickly. Some of these questions.

249

00:23:46.378 --> 00:23:49.618

Are duplicates.

250

00:23:52.648 --> 00:23:57.179

Want to know the flower process in the last 2 years.

251

00:23:57.179 --> 00:24:01.378

It was the last it was 76,000 times versus 40,000.

252

00:24:03.239 --> 00:24:06.868

You want to know this, uh, pricing, whether it's fixed variable.

253

00:24:06.868 --> 00:24:10.348

About 30% of our sales is.

254

00:24:10.348 --> 00:24:17.009

Extend the balance is on a variable pricing 10 minutes.

255

00:24:17.009 --> 00:24:22.618

You will contract and the growth was about 30% last year.

256

00:24:22.618 --> 00:24:28.378

A currency of crop is doing well, we've had a good monsoon and we are good. We are up.

257

00:24:28.378 --> 00:24:31.499

Should have a potentially much higher than last year.

258

00:24:31.499 --> 00:24:34.919

We have budgeted 5 plus in growth in.

259

00:24:34.919 --> 00:24:42.538

And some stock for the next year, the growth work prospects for the next 3 to 5 year.

260

00:24:42.538 --> 00:24:45.929

But again in the region of 5 to 10%.

261

00:24:45.929 --> 00:24:50.368

56 bags you want in the volume.

262

00:24:50.368 --> 00:24:59.459

And the value makes, it's about 900 tons is the volume and the product mix is very, very. There are a number of products. It's difficult to.

263

00:24:59.459 --> 00:25:04.679

Or detail that again, a question capacity utilization and, as I said, it's about.

264

00:25:04.679 --> 00:25:08.699

Depending product makes is between 80 and 90% at.

265

00:25:08.699 --> 00:25:14.038

A growth prospects again 5 to 10% consistent growth on the mature businesses.

266

00:25:14.038 --> 00:25:20.489

Uh, maybe maybe 50 value added T sales.

267

00:25:20.489 --> 00:25:24.088

Where 140 plus versus the previous.

268

00:25:28.078 --> 00:25:33.088

And as mentioned earlier we across 1000 cancel instantly and 4,000 in dcap.

269

00:25:33.088 --> 00:25:36.568

Again, a combination of products for that is customers.

270

00:25:38.308 --> 00:25:43.229

I see that he is asking you to a major focus.

271

00:25:43.229 --> 00:25:48.358

What is the revenue potential limited by Catholics and plan for existing facilities? Have enough.

272

00:25:48.358 --> 00:25:54.388

The upside in this business significant in the early stages of business we have sufficient capacity at this stage.

273

00:25:54.388 --> 00:26:03.058

Service to growth for the next 2 years. Do we have a competitive advantage? Very integrated in this business with good control over the entire process?

274

00:26:03.058 --> 00:26:10.348

For our supply chain, we have also invested significantly not a need to develop effective and property products.

275

00:26:11.669 --> 00:26:18.179

Do we have any type of large customers outsourcing? This is not an outsourcing business. We only sell our product products. Customers.

276

00:26:19.469 --> 00:26:22.648

Already investment is 10 close.

277

00:26:22.648 --> 00:26:28.858

Is this for new product for more existing products? The answers to the combination of both.

278

00:26:30.088 --> 00:26:33.148

He's asked about cost rationalization of fixed cost.

279

00:26:33.148 --> 00:26:41.219

Was that continuous process portion is fixed costs is for new business development and that obviously will come down as a business job.

280

00:26:43.828 --> 00:26:47.368

And so a couple of questions answered so I will skip.

281

00:26:47.368 --> 00:26:53.368

Plans to use the more than 100 of expected cash flows and paste the next 3 years.

282

00:26:53.368 --> 00:26:59.519

I think the main thing will be for Catholics. There's no new plan new location bandwidth. The moment.

283

00:26:59.519 --> 00:27:04.108

But it will be MS can be for topics and maybe bringing down the working capital.

284

00:27:04.108 --> 00:27:12.088

The question on why the, a bitter as.

285

00:27:12.088 --> 00:27:21.358

Quarter to quarter is being different, um, as, you know, this business it's very different. Look on a quarter to quarter basis. I request an annual basis.

286

00:27:21.358 --> 00:27:26.219

Depending on customer, take off and and, you know, weather conditions, crop, coming in.

287

00:27:26.219 --> 00:27:32.759

It's very, it's much more epidemic we look at the or no whole and not in a quarter to quarter basis.

288

00:27:34.618 --> 00:27:39.028

Cash close out are only 870 for the previous year.

289

00:27:39.028 --> 00:27:42.898

Inventory has gone up because of higher flower collection.

290

00:27:42.898 --> 00:27:48.868

And trade the tables, including a big chunk of money, or by the government both on the.

291

00:27:48.868 --> 00:27:53.489

I think we are going to try to close. Our money is locked up in refunds from the government.

292

00:27:54.868 --> 00:28:03.179

Have any impact on supply disruptions there's been a cost pushed on logistics. Everybody knows that rate rates have gone up substantially for containers.

293

00:28:03.179 --> 00:28:06.209

And that's been a big challenge. Uh.

294

00:28:06.209 --> 00:28:12.449

Cost improvements to offset the increases and the fuel increases.

295

00:28:12.449 --> 00:28:22.798

And that's what we're hoping to do in this current impact in parallel. We have so, by window calculus, looking badly country, be operating. Okay. No problem.

296

00:28:27.088 --> 00:28:31.798

I think the questions you've answered before on.

297

00:28:37.949 --> 00:28:43.798

Yeah, if I missed any questions, I'm happy to answer when.

298

00:28:43.798 --> 00:28:48.148

We give them back to the.

299

00:28:54.538 --> 00:28:58.588

Right.

300

00:29:08.939 --> 00:29:17.608

I request a moderator now to give the mind the calendar that they still want to speak. I think the 1st thing is to change my mind. Yeah.

301

00:29:21.898 --> 00:29:35.903

Yeah, sure am.

302

00:29:47.159 --> 00:29:56.308

Are you there can you hear.

303

00:29:56.308 --> 00:30:00.058

He's on mute unmute.

304

00:30:04.409 --> 00:30:12.449

Mr. Jack can you hear us?

305

00:30:14.278 --> 00:30:18.808

It doesn't look like, is there the survivor? Yeah, please.

306

00:30:18.808 --> 00:30:33.773

And you can mute it. Yeah.

307

00:30:33.834 --> 00:30:34.374

Is there.

308

00:30:34.679 --> 00:30:40.259

See, which level? Please go ahead.

309

00:30:41.548 --> 00:30:49.644

Yeah, uh, Hello sir can you hear me? Yes, yes. Yeah, thanks. Thanks a lot for providing quick and detailed answers.

310

00:30:49.824 --> 00:30:56.693

Just a small follow up on the, uh, so the Marico segment you provided names of, which is completed.

311

00:30:57.233 --> 00:31:08.183

Similarly, if we can name few rosemary competitors, and also, also to come in, you know, like, we have exclusive arrangement with Kevin but is it both ways?

312

00:31:08.183 --> 00:31:16.493

I mean, Kevin, a Kevin is only procuring from us, or who are the other players we're also supplying to come in either in India or outside India.

313

00:31:16.828 --> 00:31:23.729

Both for rose Mary and Mary segment. I think if you can name few of these companies, it would be really helpful for us.

314

00:31:23.729 --> 00:31:26.999

Thank you up.

315

00:31:26.999 --> 00:31:31.259

Um, on on rosemary, be honest with you.

316

00:31:31.259 --> 00:31:38.128

We don't have too much knowledge about the competition. We extend exclusive, varied the product the business was brought to us by.

317

00:31:38.128 --> 00:31:46.138

And it's a mutually exclusive. Yeah, they're buy from us and a supplier.

318

00:31:46.138 --> 00:31:49.919

And it's just, it just started.

319

00:31:49.919 --> 00:31:54.058

They provide some of the raw material to buy it on the market.

320

00:31:54.058 --> 00:32:08.128

On the, I think Kevin, the main agreement on the full rate it's an extra it's mostly exclusive. They only buy from us. They don't buy from anybody else and we only supply to them. It's a very strategic long term relationship. It's been running for many years.

321

00:32:08.128 --> 00:32:13.348

A similar arrangement going forward for a longer period.

322

00:32:13.348 --> 00:32:24.118

Okay, so basically what the arrangements are mutually. Yeah, that's very interesting. Yeah thanks. Thanks a lot. I think, uh, rest of the questions have been answered. Thanks a lot.

323

00:32:24.118 --> 00:32:34.528

Can we move on to the next.

324

00:32:37.469 --> 00:32:41.759

Uh, sorry, sir. Can you repeat that in 7? That I have?

325

00:32:43.523 --> 00:33:00.923

Eva.

326

00:33:01.229 --> 00:33:06.868

You have a Shimon please. Go ahead. Can I? Yeah. Am I audible? Hello? Yes. Yes.

327

00:33:06.868 --> 00:33:20.699

Okay, good morning. Sir. So I have a few questions. 1 is on the animal nutrition. So if you could give the number of products that, uh, we have currently and the future product development pipeline.

328

00:33:21.564 --> 00:33:28.794

What are the marketing efforts that are being done in the animal nutrition business in the Latin American,

329

00:33:28.824 --> 00:33:29.273

uh,

330

00:33:29.874 --> 00:33:37.733

geography and the revenue potential and the target that we have would be having internally for the next 3 years.

331

00:33:37.949 --> 00:33:49.108

So then on the rosemary earlier as in, what use you referred to the current tiers top line, what is our expectation over the next 3 years?

332

00:33:50.243 --> 00:33:50.423

So,

333

00:33:50.423 --> 00:33:50.784

then,

334

00:33:50.814 --> 00:33:54.084

in we've mentioned in our annual report that,

335

00:33:54.084 --> 00:33:54.354

uh,

336

00:33:54.384 --> 00:33:56.453

we will be entering newer segments,

337

00:33:56.453 --> 00:33:59.814

like a personal care and functional foods,

338

00:34:00.054 --> 00:34:00.294

uh,

339

00:34:00.294 --> 00:34:03.834

if you could elaborate more on the type of products,

340

00:34:03.864 --> 00:34:04.193

uh,

341

00:34:04.193 --> 00:34:08.364

the timeline of the launches and the revenue potential that we have,

342

00:34:08.364 --> 00:34:10.344

or the or the next few years.

343

00:34:11.063 --> 00:34:25.853

And the newer products that we have, like, uh, the animal nutrition, functional foods, personal cancer, are these margins materially different from what we currently clock.

344

00:34:26.128 --> 00:34:30.509

If he has, then if you could just quantify the same.

345

00:34:30.509 --> 00:34:32.123

Set on the current,

346

00:34:32.123 --> 00:34:33.083

the cross block,

347

00:34:33.384 --> 00:34:33.653

uh,

348

00:34:33.653 --> 00:34:35.514

which is approximately 140 growers,

349

00:34:35.514 --> 00:34:36.054

uh,

350

00:34:36.083 --> 00:34:38.063

based on our product mix,

351

00:34:38.063 --> 00:34:38.514

uh,

352

00:34:38.543 --> 00:34:45.173

what would be not the current product mix but the probable product mix over the next couple of years,

353

00:34:45.173 --> 00:34:50.543

what would be the Max asset turn that we could achieve on this current.

354

00:34:51.659 --> 00:34:52.224

Cross block,

355

00:34:52.764 --> 00:34:53.273

uh,

356

00:34:53.273 --> 00:35:08.244

also sorry you spoke about specialty extracts if you could just elaborate on this a little bit more and give some color on what you mean by specialty extracts and how are they different from the generic products

357

00:35:08.273 --> 00:35:13.914

that we supply and so the last 1 is more of a request if you could,

358

00:35:14.153 --> 00:35:14.483

uh,

359

00:35:14.483 --> 00:35:16.614

with our quarterly results,

360

00:35:16.614 --> 00:35:17.063

at least,

361

00:35:17.063 --> 00:35:18.173

give a press release,

362

00:35:18.653 --> 00:35:23.994

making us understand what happened during the quarter gone by,

363

00:35:23.994 --> 00:35:26.603

because it is very difficult to decide.

364

00:35:26.878 --> 00:35:31.943

I for just numbers and the moments of the margins and their top line,

365

00:35:31.943 --> 00:35:36.534

if you could give some write up on the different segments,

366

00:35:36.534 --> 00:35:43.884

how they have performed and what are the other global macro points that kind of affect our business?

367

00:35:44.273 --> 00:35:46.764

Because this is this.

368

00:35:47.039 --> 00:35:52.318

Do you interact with you and asks of it?

369

00:35:53.818 --> 00:35:58.798

Me.

370

00:36:02.188 --> 00:36:05.639

Oh, you were breaking up I think.

371

00:36:06.719 --> 00:36:12.059

Hello, so so, so many company.

372

00:36:12.059 --> 00:36:23.998

No, no, we're not hearing.

373

00:36:23.998 --> 00:36:29.159

Can you hear me sir now? Is it possible? I am I audible.

374

00:36:30.179 --> 00:36:44.003

Yes, yes, sir. So, I was saying that there are many companies in, uh, in the listed space that, uh, that regular conference calls for investors, these are done quarterly or half your Lisa.

375

00:36:44.003 --> 00:36:50.693

I would really urge the management to do these conference calls and educate the investors on.

376

00:36:50.969 --> 00:37:03.173

On our business, because it is, it is a niche business as I, as I said, and 1 year early on a dialogue with you is a long time. Actually, sir.

377

00:37:03.173 --> 00:37:10.164

So this is a request from a shareholder I think so it will help us building a good long term shareholder base.

378

00:37:10.588 --> 00:37:17.338

Thank you. Okay, Shannon thanks will take your request on the call.

379

00:37:17.338 --> 00:37:21.028

Uh, I will ask her, I will to answer your.

380

00:37:23.454 --> 00:37:30.114

Um, hi, Sharon. So I'll answer your questions. If I miss any, you can just get back to me on that.

381

00:37:30.474 --> 00:37:33.684

I think when it comes to the animal nutrition business,

382

00:37:33.713 --> 00:37:38.393

the right now we have developed around 3 to 4 products,

383

00:37:38.393 --> 00:37:43.253

but there is a very robust pipeline in play right now where we do a lot of research with,

384

00:37:43.824 --> 00:37:49.824

with our contract research partners and we hope to introduce an additional 3 to 4 in the next 2 to 3 years.

385

00:37:49.974 --> 00:37:51.443

Very specific products.

386

00:37:52.018 --> 00:38:03.534

In terms of how we approach the market it's really a combination while we have a subsidiary in Mexico, we are not just present there. We are right now present in other countries like Thailand starting in Vietnam.

387

00:38:03.923 --> 00:38:12.474

We're also active in Canada now registering products with the partner. There as well, as in America, we're working with key accounts. So actually, now trying to grow.

388

00:38:14.514 --> 00:38:26.215

A combination of both direct as well as distributors. So we sort of try to work on both levels in, in some of the smaller Latin American countries. You work through distributors and countries like Mexico and us.

389

00:38:26.215 --> 00:38:36.324

We're working directly as well as using smaller distributors. Uh, we are hopefully targeting that this would become 1 of the larger divisions within our growth.

390

00:38:36.324 --> 00:38:42.085

And ideally we'd like to see between 510Million in the next 5 years of revenue with good, very good healthy margins.

391

00:38:43.829 --> 00:38:57.534

In regards to the new products and newer divisions, like functional foods and personal care. These are really leveraging our knowledge as chairman said in extraction. Right? We have the ability to to work with multiple raw materials across the board.

392

00:38:57.534 --> 00:39:10.855

And a lot of our customers who work in all your residents are also showing interest in new products to release catered to the clean labor movement. So, personal care functional foods. It's all natural products. You just change the products a little bit.

393

00:39:11.489 --> 00:39:21.355

We are hoping to launch this year with our products, obviously covert has been very challenging in terms of being able to even meet customers. So there's been almost years delay on that.

394

00:39:21.355 --> 00:39:33.324

But we are in the process, and we hope that this also would become a significant business for us in terms of functional foods. It has a potential to be very good on the top line in terms of personal. Okay.

395

00:39:33.324 --> 00:39:37.375

It's more of a, a margin business, but a very niche business, but very healthy margin.

396

00:39:37.800 --> 00:39:43.019

We'll have more clarity over the next year, in terms of where that business will go on the potential.

397

00:39:44.550 --> 00:39:59.010

Terms of speciality extracts. Um, I don't want to share too much because obviously, in terms of some of these products or proprietary products that we don't market publicly. It's only with a lot of our customers.

398

00:39:59.454 --> 00:40:00.954

For an example,

399

00:40:00.985 --> 00:40:05.034

if you take a capsule is a standard product that's sold in the market,

400

00:40:05.364 --> 00:40:12.894

what we would try and do is we would go to customers and provider an audio that is completely free or absent of,

401

00:40:12.894 --> 00:40:13.195

um,

402

00:40:13.465 --> 00:40:15.204

any type of after toxins.

403

00:40:15.324 --> 00:40:15.985

And that is.

404

00:40:18.179 --> 00:40:29.699

Some sort of example, of a value added product where the rules and say the, for example, are extremely strict where they cannot have. They have very, very low permissible levels of these toxins.

405

00:40:29.699 --> 00:40:41.159

Yeah, I think another type of product would be eligible for a lot of the materials might have allergens where we try to bring in products that would actually.

406

00:40:41.994 --> 00:40:55.525

Solve a very specific problem for a company, but also bring in a possibility for them to market it as a clean enable product like GMO, free, elegant, free, et cetera. Some of the examples there are a whole range of products.

407

00:40:55.525 --> 00:41:01.735

But again, for proprietary reasons, I'd rather not share that on a public domain, but happy to talk a little bit outside of it.

408

00:41:04.139 --> 00:41:07.380

Thanks, I think that.

409

00:41:07.380 --> 00:41:12.059

Given on your, you know, grasp to turn our question.

410

00:41:12.059 --> 00:41:24.239

Um, the way we looked at, I would look at it is that, you know, that recently we put up a 2nd factor, which is coming up the capacity to.

411

00:41:24.239 --> 00:41:27.420

So, I think the.

412

00:41:27.420 --> 00:41:34.829

The next thing we do apart from investments on investments on instantly is capacity and increase the top line.

413

00:41:34.829 --> 00:41:38.010

What would be, you know, it would be the next phase of growth.

414

00:41:38.010 --> 00:41:46.320

So, it's a little bit difficult to get to a cross block. It's, it's more on what the business prospects are.

415

00:41:46.320 --> 00:41:51.659

Now, on on, you know, again, just can go back to your.

416

00:41:51.659 --> 00:41:58.679

Point on quarter to quarter information, as I said, you know, we can't share some information. Sure. But this business does not.

417

00:41:58.679 --> 00:42:07.170

2 quarter to quarter, uh, you know, we typically, it's something we need to look at the whole cycle, the whole crop cycle, and the whole sales cycle.

418

00:42:07.170 --> 00:42:17.940

Which is definitely 12 months and not afraid to basically free to reach out at a later date. If you'd like a 1 on 1 conversation with anybody.

419

00:42:17.940 --> 00:42:21.599

But with the information, I just like 1 out the next order.

420

00:42:21.599 --> 00:42:26.340

I think that seems to have the Jane can be give him the full please.

421

00:42:36.000 --> 00:42:40.829

A name, sir can you repeat again? Please take.

422

00:42:40.829 --> 00:42:44.820

If he's on Yeah.

423

00:42:51.840 --> 00:43:05.969

Please go ahead. Can you hear.

424

00:43:05.969 --> 00:43:13.469

Hello? Yeah, I'm sorry. Good morning. I think then from Monday I have some questions.

425

00:43:13.469 --> 00:43:18.150

So, could you please elaborate on your hybrid seed program on? Very good.

426

00:43:18.150 --> 00:43:28.889

I believe this a hybrid program is complete and, uh, all our new hybrid varieties are given to farmers and, uh, uh.

427

00:43:28.889 --> 00:43:32.579

If you could elaborate on a hybrid problem, because this is written on balance sheet.

428

00:43:32.579 --> 00:43:36.150

And, uh, if you could give us a.

429

00:43:37.199 --> 00:43:44.760

Some color on your cosmetic and functional food beauties business, which is, I think, at a development stage.

430

00:43:44.760 --> 00:43:48.030

So, if you put you have some color on this.

431

00:43:48.030 --> 00:44:02.190

We do T business from our UK subsidiary. What business do we do from our Mexico subsidiary? I believe we are doing a animal nutrition business at Mexico. Whether do we do some business on.

432

00:44:02.190 --> 00:44:05.940

Instantly, uh, just I want to know.

433

00:44:05.940 --> 00:44:17.880

And on flour collection program, so whenever flower places rise, we are able to pass on, or it gets passed on with leg.

434

00:44:17.880 --> 00:44:23.369

And how does this medical places moved? I think you have given the answer.

435

00:44:23.369 --> 00:44:33.210

Can we do the rosemary business with any other company except Kenny? I believe this is an exclusive agreement and we can't do that. So, if you could, uh, us, the clarity.

436

00:44:33.210 --> 00:44:41.610

We did a 100 metric 10 business in instantly. So for current year, if you could give us some guidance.

437

00:44:43.019 --> 00:44:46.019

These are my, my major questions, so.

438

00:44:46.019 --> 00:44:50.280

Thanks, I think I will ask around John so your points? Yeah, please.

439

00:44:51.690 --> 00:45:06.659

So, just to start off on the hybrid see, development program, I, I won't say that it's complete. It's actually an ongoing program that continuously happens. Right? So, every, uh, several years, we would look to try and bring out few more hybrids.

440

00:45:08.454 --> 00:45:22.045

I also show the production of our hybrids across the farmer network. It's it's not just it's 1, it's challenging because the production of the seed, the 2nd is, it's also a very risky proposition to do to go from 0 to 100.

441

00:45:22.045 --> 00:45:31.434

so, what we tried to do is with this year, we started to implement in some acreages our seed on new hybrid seed. And we still continue to use the traditional ones.

442

00:45:31.434 --> 00:45:38.485

And what we will aim to do over the next couple of years, is to increase the percentage and try to keep production in line with that.

443

00:45:39.059 --> 00:45:43.619

And that's going to be an ongoing cycle, uh, every couple of years.

444

00:45:43.619 --> 00:45:57.894

Okay, the animal nutrition in Mexico yes, it is a primarily for animal nutrition now we do not sell instantly, because a lot of our instantly customers are actually direct customers. So we actually are able to service them from India.

445

00:45:57.925 --> 00:46:12.295

Just generally the type of customers, the larger customers that being said, as the business develops in Latin America, there might be opportunities to use the subsidiary for other products that we're introducing as well in the future over the next couple of years.

446

00:46:12.510 --> 00:46:17.070

So, it's not only designated for only animal nutrition. Okay.

447

00:46:17.070 --> 00:46:25.675

Uh, terms of some details about personal care products and again, functional ingredients. It's hard to sort of talk a lot of detail here.

448

00:46:25.675 --> 00:46:40.045

I can always do it on a separate call with talk a little bit about things that we're doing but effectively, like I said, the, the products are being introduced to cater to the key labor movement where a lot of companies globally are trying to replace synthetic products.

449

00:46:40.045 --> 00:46:44.485

With more clean, natural products and that's really what we are trying to service.

450

00:46:44.579 --> 00:46:48.269

In this particular space in both segments. Okay.

451

00:46:49.434 --> 00:47:03.864

About the file prices that is sort of sort of tied it on to. And so, let's look at it on the back end when the flower prices do to go up, it's not possible to just pass on those prices on the front end. What?

452

00:47:03.864 --> 00:47:13.224

We actually work every year to do is to find process improvements along the entire supply chain, where we can offset those flower increases. Now.

453

00:47:13.650 --> 00:47:18.750

Sorry, yeah, and and the prices don't offer annual contracts were able to do some of that.

454

00:47:18.750 --> 00:47:25.284

But when it comes to the spot pricing, really, we are bound by what is in the market price for them. So, the prices do go up.

455

00:47:25.315 --> 00:47:37.945

Yes, effectively the increase in the Pro cost has been absorbed, but in times where the prices have come down on the spot pricing, we really have to find other ways to call back those, uh, those increased our costs.

456

00:47:37.945 --> 00:47:44.664

So, but, yes, on the on the on the fixed contracts, we are able to pass those on to our customers.

457

00:47:44.909 --> 00:47:52.255

Okay, thank you. I think you had a question on instantly as well.

458

00:47:53.155 --> 00:48:07.554

Yeah, I think as chairman mentioned, you know, we've crossed a 1000 metric tons, but this is a really good and growing business for us and we really are looking to expand our capacity at least by 50 to 100%. So, we can see the next 23 years doubling our sales in this business.

459

00:48:07.554 --> 00:48:11.005

If the market continues in this way.

460

00:48:11.789 --> 00:48:18.360

Just to clarify here on the on the travel price, even with the farmers, the fixed price.

461

00:48:18.360 --> 00:48:22.019

So, we, we have a contact for the whole season.

462

00:48:22.019 --> 00:48:27.150

So the price going up or down in the market for in the that's not really affected us.

463

00:48:27.150 --> 00:48:30.690

And our selling prices also back to back with.

464

00:48:30.690 --> 00:48:35.489

I hope that God says your questions.

465

00:48:35.489 --> 00:48:41.309

Um, the next speaker will be given the miss.

466

00:48:54.599 --> 00:48:58.949

Still is not present.

467

00:48:58.949 --> 00:49:04.559

Money.

468

00:49:06.420 --> 00:49:10.440

So tactic yeah. Is not present.

469

00:49:11.940 --> 00:49:15.480

On or not.

470

00:49:15.480 --> 00:49:20.550

Yeah. Uh, can you hear me? Yeah Yeah. Is not.

471

00:49:20.550 --> 00:49:25.679

Okay, then we can move on to Mr. money. Yeah.

472

00:49:25.679 --> 00:49:38.070

Um, so my niece is also not.

473

00:49:38.070 --> 00:49:42.239

And then can be more to.

474

00:49:49.679 --> 00:49:54.719

Yes, please good. Audible.

475

00:49:54.719 --> 00:50:00.360

Yes, my name is, I don't know that's funny.

476

00:50:00.360 --> 00:50:12.809

The idea once it's 314135915 for someone, like, congratulate the management on the general body meeting, trust all as well with you and your family, this challenging situation a company deserves.

477

00:50:12.809 --> 00:50:24.389

Much more respect than the current market. Yep. After completing more than a decade of successful operations profitability and history, and becoming 1 of the strongest brand in our respective segment. So you would like to know.

478

00:50:24.389 --> 00:50:28.800

Our business has been impacted is past 2 years of this time.

479

00:50:28.800 --> 00:50:33.480

When you see the light in the end of the tunnel, and what will be the growth in the 1st, half.

480

00:50:33.480 --> 00:50:36.840

And the 2nd out the virus, and the subsequent lockdowns.

481

00:50:36.840 --> 00:50:43.829

I will have what really? No industry on text after the call. So, whether any employees sack higher salary.

482

00:50:43.829 --> 00:50:48.150

What is the view of the management going forward? Sustainability of the profit and growth will remain.

483

00:50:48.150 --> 00:50:55.320

Challenging in the coming quarters, what are the steps being taken by the management to the other expenses? Legal professional.

484

00:50:55.320 --> 00:50:58.559

And the audit piece, so myself, and my team are running a little from the different style of.

485

00:50:58.559 --> 00:51:09.360

7 months associate in January, I have a question finally at the end of the company and will be glad to extend our services. I made request last year also. Sir.

486

00:51:09.360 --> 00:51:13.409

Put up before the legal team, so that I can share my credentials with them.

487

00:51:13.409 --> 00:51:16.829

And I would request our management to kindly take part in the call.

488

00:51:16.829 --> 00:51:20.940

Quarterly presentation and meeting with global investors on a regular basis.

489

00:51:20.940 --> 00:51:24.059

So that a company can have a.

490

00:51:24.059 --> 00:51:27.090

Uh, you in the market, so then, um.

491

00:51:28.139 --> 00:51:32.219

And the coming future, what what would be the tax plan of the company?

492

00:51:32.219 --> 00:51:36.599

And how are you going to reward the minority shareholders in the years to come to.

493

00:51:36.599 --> 00:51:41.820

But then, what are the steps being taken by the management to improve the auto? See.

494

00:51:41.820 --> 00:51:48.119

Sales ratio, etc. So then, uh, the, uh.

495

00:51:48.119 --> 00:51:53.070

When we get access for this multiple, a random meeting documents, like the.

496

00:51:53.070 --> 00:51:56.400

I just club members of of contractors money.

497

00:51:56.400 --> 00:51:59.670

But, in fact, that is not being updated, so I will request your hotel. So.

498

00:51:59.670 --> 00:52:08.039

I only update the same so that, uh, the shareholders can have a question on that in the portal itself.

499

00:52:08.039 --> 00:52:11.670

And, uh.

500

00:52:12.809 --> 00:52:15.869

You have is that I'm audible? Yes, thank you.

501

00:52:15.869 --> 00:52:19.920

Yes, yes, sir. The company's secondary and the entire team.

502

00:52:19.920 --> 00:52:24.030

For, uh, protecting the annual meeting virtually and making this particular.

503

00:52:24.030 --> 00:52:38.844

Uh, it annual general body meeting of our company success and, uh, also drives facing some technical error. I would request, you know, finally give him an opportunity to attend the subsequently.

504

00:52:39.119 --> 00:52:50.039

When all the speakers are done with, and then regarding a small request from the other might not want us to since we are meeting virtually for the past 2 years to take care of the hospitality part of the shareholder as complete.

505

00:52:50.039 --> 00:52:53.550

Each, and every, during that particular area has been contacted.

506

00:52:53.550 --> 00:52:59.130

Since for the past 2 years, we are not able to make physically we are in the books to meet virtually. So I would respect the management of.

507

00:52:59.130 --> 00:53:02.309

And try to with the purple and the.

508

00:53:02.309 --> 00:53:11.820

A design, or the might not nothing much. I wish the company directors. Great success and thank you for giving. Thank you very much.

509

00:53:11.820 --> 00:53:15.630

Thank you. Thanks. Thanks.

510

00:53:15.630 --> 00:53:20.610

Yeah, hopefully next year we will meet physically and that will be a better situation.

511

00:53:20.610 --> 00:53:26.400

Yes, basically the company, as we mentioned earlier is not, uh.

512

00:53:26.400 --> 00:53:32.070

Affected us too much and the company's been able to retailer employees. In fact.

513

00:53:32.070 --> 00:53:36.690

We have not made any salary cuts in fact.

514

00:53:36.690 --> 00:53:41.880

Normally salary implements and bonuses were all paid for the last 2 years.

515

00:53:41.880 --> 00:53:46.650

Unfortunately, the only downside we lost.

516

00:53:46.650 --> 00:53:53.219

So, a couple of employees, 33 of the employees to go with.

517

00:53:53.219 --> 00:53:56.969

Coaching and tiptoe which is very sad.

518

00:53:56.969 --> 00:54:02.099

We have done all we can to support their families both financially and another. We.

519

00:54:02.099 --> 00:54:11.519

You don't see any problem going forward in spite of looking so bad. And the fact is complete country. London probably.

520

00:54:18.989 --> 00:54:27.719

Yeah, so on limited Thank you for your observation on a dividend we continue to.

521

00:54:27.719 --> 00:54:32.070

You will continue to have a fairly aggressive policy.

522

00:54:32.070 --> 00:54:43.139

And what the shareholders, especially the, I'm glad to see that you are happy with that on the CBS important. We will, we will look into it and see what can be done.

523

00:54:43.139 --> 00:54:48.690

I think expand was answered earlier that we.

524

00:54:48.690 --> 00:54:53.579

The main thing will be on the instant team we are looking to capacity in the next year.

525

00:54:53.579 --> 00:54:59.940

Thank you appreciate you more.

526

00:54:59.940 --> 00:55:04.650

Hello? Hello? Can you hear.

527

00:55:04.650 --> 00:55:13.230

Yes, yeah, thank you very much for answering most of the questions. And I have a couple of more 1 is, uh, in terms of the customer came in.

528

00:55:13.230 --> 00:55:19.650

Is they are a large customer for us and we started 2nd, large product rosemary with them from this year.

529

00:55:19.650 --> 00:55:24.780

Do you foresee many more large products with them? And how do you see the growth in that customer?

530

00:55:24.780 --> 00:55:27.929

Versus overall company growth in the next 3 to 5 years.

531

00:55:27.929 --> 00:55:32.849

That was the 1st question 2nd question is about the Marie gold, uh, flower processing. So.

532

00:55:32.849 --> 00:55:44.369

1 way is to store it for a longer period of time, to improve the capacity utilization of the plan, versus to process it. Um, mainly in the season and, uh, uh, do it faster.

533

00:55:44.369 --> 00:55:53.460

So, what is the, what is the tipping point between the 2 decisions actually and how do you see the yield? I mean, is it changing or a period of time? Or is it similar or.

534

00:55:53.460 --> 00:56:04.559

It varies significantly year to year and I missed your audio was not clear. So I was not sure the volume of, uh, the, uh, earlier reasons if you can just repeat that.

535

00:56:04.559 --> 00:56:11.639

And my 3rd question is, are plan for next 3 years. And if we can just give the break up, where do you see the going.

536

00:56:11.639 --> 00:56:20.070

1 of them you mentioned is instant T. uh, then I just wanted to understand if we can give the break up for other products also for next 2, 3 years.

537

00:56:20.070 --> 00:56:31.469

Thanks a lot so just to clarify that was speaking.

538

00:56:31.469 --> 00:56:35.219

Yes, sir thank.

539

00:56:35.219 --> 00:56:44.070

Come on Kevin at the moment. You're right. A major in.

540

00:56:44.070 --> 00:56:47.250

Contact with Kevin is on the phone.

541

00:56:47.250 --> 00:56:51.750

All your reason, and now the rosemary there are.

542

00:56:51.750 --> 00:56:56.730

At the moment, there are no additional talks going on for any new product range with Kevin.

543

00:56:56.730 --> 00:57:02.130

But, uh, we are Molly with them will depend on their success in the market and the, the.

544

00:57:02.130 --> 00:57:12.090

The value added product for the 40 dollars is what they do the loading in market is going very well. So we expect that we will continue to get good volumes and good prices from there.

545

00:57:12.090 --> 00:57:18.059

The cloud storage is it's very critical in the.

546

00:57:18.059 --> 00:57:24.599

Flower comes in a very short period and it has this is called, which it goes into an annual.

547

00:57:24.599 --> 00:57:31.829

A decomposition so, for that, we do 2 ways 1, we do and take large salaries fits and then we also have baggers.

548

00:57:31.829 --> 00:57:38.940

Bagging missing the bag in so you have we have no option, but to take on the flower as they come and to store it.

549

00:57:38.940 --> 00:57:42.269

And then it processed or a period of time. It.

550

00:57:42.269 --> 00:57:49.260

It does not make sense to increase capacity and process it faster because any case the customer doesn't take it faster.

551

00:57:49.260 --> 00:58:00.179

You only takes over a period of time so it's 1 season or sometimes the 2nd season and then it shipped over the year. And this is 1 of the reasons you'll see that the working capital requirement in the medical business.

552

00:58:00.179 --> 00:58:06.989

Because we, we buy a short period of time and then we store and process and sell over the whole year.

553

00:58:06.989 --> 00:58:09.989

Then that's the only downside of the business.

554

00:58:09.989 --> 00:58:21.719

But at least that it shows that we have enough material. So that's the, that's the background of cloud storage is very with the monsoon went down. This is a good better.

555

00:58:21.719 --> 00:58:27.360

And it's also we are trying to obviously in the.

556

00:58:27.360 --> 00:58:33.809

Uh, with, uh, with the hybrid building programs, and typically, what happens is when we get a better seed.

557

00:58:33.809 --> 00:58:39.269

The benefit of the quantity goes to the farmer, he gets more quantity we pay more.

558

00:58:39.269 --> 00:58:44.610

If the concentration goes up to benefit comes to the customer to us as a company.

559

00:58:44.610 --> 00:58:49.920

So, the building is both on each of the flower and also the concentration of active ingredient.

560

00:58:49.920 --> 00:58:53.849

Which is important what helps us to control.

561

00:58:55.945 --> 00:59:09.295

Question or was on a spice was about 900 times the quantity of Catholics will be primarily in this year this year the next year will be taking their industry from 1000 to 2000 towns.

562

00:59:10.320 --> 00:59:14.039

Also, you know, a gap based on an ongoing basis.

563

00:59:14.039 --> 00:59:18.179

For plant, bottling, capacity, expansion.

564

00:59:18.179 --> 00:59:24.449

Uh, you know, some of our plans, we have actually almost doubled the capacity over a period of time by doing a little bit of.

565

00:59:24.449 --> 00:59:33.719

Bottling and, uh, you know, martial investments and, and here is the constant process in this business because you're always learning new things.

566

00:59:33.719 --> 00:59:36.900

And we are upgrading the equipment and updating the process.

567

00:59:36.900 --> 00:59:42.840

And that would be the, as of now, the major capital expenditure.

568

00:59:42.840 --> 00:59:46.019

I think I want all your questions.

569

00:59:46.019 --> 00:59:52.349

I know I hope that's okay. And yeah, so just the last thing.

570

00:59:52.349 --> 01:00:03.869

Uh, last year I was supposed to connect with Raul somehow I got a message, but I could not connect it. So this time, if I can connect with him, because I saw a couple of videos and Excel and marketing, what he is doing in America actually.

571

01:00:03.869 --> 01:00:09.030

What I, so, a couple of his marketing videos, so, in case, if I can connect with him in.

572

01:00:09.030 --> 01:00:18.719

I'm not sure if I received your email. I see if I told me last time that he'll connect with you actually, I got a mail from him, but somehow.

573

01:00:18.719 --> 01:00:22.559

I could not connect it. We will connect you by email.

574

01:00:22.559 --> 01:00:26.130

Thanks thanks a lot, sir.

575

01:00:27.239 --> 01:00:37.349

Is that Mr money syndrome? They're still connected. Yeah, he's connected now. So money please. Go ahead.

576

01:00:39.420 --> 01:00:45.989

Hello? Hello? Hello? Sorry? I am resume several of the company.

577

01:00:45.989 --> 01:00:49.559

Are you horrible? Horrible.

578

01:00:51.059 --> 01:00:54.989

Yeah, yeah, yes, yes, yes. I didn't want to look.

579

01:00:54.989 --> 01:00:58.769

I welcome Shannon.

580

01:00:58.769 --> 01:01:03.510

For a very happy to.

581

01:01:03.510 --> 01:01:06.900

From this meeting, um, but.

582

01:01:06.900 --> 01:01:11.010

Basically, this is not.

583

01:01:11.010 --> 01:01:15.659

Because, for me, development rules and regulations.

584

01:01:15.659 --> 01:01:19.199

Now, what is a plan.

585

01:01:19.199 --> 01:01:23.519

About the company on the.

586

01:01:23.519 --> 01:01:26.940

Do you want to do you guys.

587

01:01:26.940 --> 01:01:30.840

The results are very high. What is the plan.

588

01:01:30.840 --> 01:01:38.820

Do they send me any not resident sales.

589

01:01:38.820 --> 01:01:43.440

On a production what is the reason? I don't know.

590

01:01:43.440 --> 01:01:47.639

You more David? Thanks. Thanks a lot.

591

01:01:47.639 --> 01:01:54.000

And next year I ready to, I really.

592

01:01:54.000 --> 01:01:58.650

This is the very next day is a.

593

01:01:58.650 --> 01:02:06.480

Thank you. Thanks. Thank you. I also hope to see your, and also as it is to be completed, sir.

594

01:02:06.480 --> 01:02:12.900

Okay, but we will meet thanks. Okay. Thank you. Thank you.

595

01:02:12.900 --> 01:02:20.400

Thank you. Yeah, I think your question, I'm a big surprise. We have done very well in spite of the.

596

01:02:20.400 --> 01:02:30.269

Pandemic the company yes. Can you, can you mute that?

597

01:02:30.269 --> 01:02:37.980

Yeah, I think we have.

598

01:02:42.510 --> 01:02:53.639

Yeah, I think we have done quite well, in spite of the pandemic. We get good numbers and turnover and been surprised on that, but I think maybe we take a look again we have done. Well.

599

01:02:53.639 --> 01:02:58.230

The policy has been quite aggressive and we will continue to be on those.

600

01:02:58.230 --> 01:03:06.750

And we'll look forward to meet you next year that takes care of all the shareholders questions.

601

01:03:08.309 --> 01:03:13.260

The question I'll move on to the process.

602

01:03:13.260 --> 01:03:21.570

I would like to mention that person to section 108 of the company's act, 2013 and regulation 40 for securities exchange board of India.

603

01:03:21.570 --> 01:03:24.960

Regulations 2050, the company has contacted.

604

01:03:24.960 --> 01:03:29.400

The voting process for Monday August 2021.

605

01:03:29.400 --> 01:03:40.079

When is it 24th, August 2021 the members who are now not all the class, the awards were remotely voting should be eligible to participate in the voting process being provided at the stage.

606

01:03:41.309 --> 01:03:47.880

The company has appointed Mr. practicing company secretary as measure to scrutinize the votes cast at the meeting.

607

01:03:47.880 --> 01:03:53.340

And through the remote since the agent is contacted through video conference and other video.

608

01:03:53.340 --> 01:03:58.530

Audio visual means, and the resolutions have already been put to work remotely working.

609

01:03:58.530 --> 01:04:01.619

They will be no proposing or the ending of the resolutions.

610

01:04:01.619 --> 01:04:05.519

The voting for study will remain open for the next 15 minutes.

611

01:04:05.519 --> 01:04:09.510

Members who have not cast them to allow, make discuss their what's now.

612

01:04:09.510 --> 01:04:13.949

Voting results will be announced within 2 working days with a conclusion.

613

01:04:13.949 --> 01:04:21.090

Of this annual meeting, there is a declared along with the scrutinized reports and we placed in the company's website.

614

01:04:21.090 --> 01:04:31.289

He said being communicated the PSC limited and the National stock exchange of India limited, and the central possibly services in a limited cdsl, the voting agency.

615

01:04:32.880 --> 01:04:38.219

I will to thank all the shareholders to take the initiative to join the meeting video conference.

616

01:04:38.219 --> 01:04:41.730

And if you patient through the meeting and make this the big success.

617

01:04:41.730 --> 01:04:46.230

I thank our directors, Oracle and register.

618

01:04:46.230 --> 01:04:52.860

And share transfer agent to have joined the meeting every issue, all good health and safety consent.

619

01:04:52.860 --> 01:04:56.219

I would like to conclude this meeting. Thank you very much.