

## **Havells 39<sup>th</sup> Annual General Meeting Transcript**

**Dated 8<sup>th</sup> July 2022**

**Sanjay Kumar Gupta:** Good morning, dear shareholders. I welcome you all on behalf of your Company **Havells India Limited** to its 39th Annual General Meeting, which is being held through video conferencing today. The quorum is complete and before I hand over to the Chairman to declare the meeting open, I would like to highlight certain points here.

The joining to the meeting opened 30 minutes before the scheduled time of the commencement of the meeting and the shareholders were encouraged to join in at least 15 minutes before it.

The meeting will remain open for another 15 minutes after the end of the meeting. Members are encouraged to join the meeting through their laptops with their headphones on for better experience and use internet with a good speed to avoid any disturbance during the meeting. Participants connecting from mobile devices or tablets or through laptops connecting via mobile hotspots may experience audio-video loss due to fluctuation in their respective network. It is therefore recommended to use stable Wi-Fi or LAN connection to mitigate any kind of aforesaid glitches.

As mentioned in the notice, the facility of participation in the AGM through video-conferencing audio-visual means has been made available for 1000 members on first come first serve basis, except for large shareholders, promoters, institutional investors, KMPs, the Chairperson of the Audit Committee, NR Committee and Stakeholders Relationship Grievance Redressal Committee and as well as the Auditors who are allowed to attend the AGM without any restriction on account of first come first serve basis. Pursuant to the MCA circular dated 8<sup>th</sup> April 2020 issued by the Ministry of Corporate Affairs, the facility to appoint proxy to attend and cast votes for the members is not available for this AGM. However, the body corporates are entitled to appoint authorized representatives to attend the AGM through video and other audio-visual means and participate and cast their votes through e-voting.

The registered office of the Company, situated at New Delhi, shall be deemed as the venue for this meeting and the proceedings of the AGM shall be deemed to be made thereat, at transact the businesses, as mentioned in the notice.

The members were provided an opportunity to inspect all documents referred to in the notice and the explanatory statement by writing to the Company at its email id [investors@havells.com](mailto:investors@havells.com) till the date of AGM.

We have received request from 10 members for registration as speaker shareholders in the AGM today. All those shareholders have been provided specific links to log into the meeting and we shall be allowing them to speak once the Chairman directs the same.

In the interest of time and to make available opportunity to other shareholders, we request the speakers to ask a maximum of two questions each and share the rest of the questions, in case they have any, by writing to us at [investors@havells.com](mailto:investors@havells.com) and we shall reply to the same.

Shareholders who have not registered themselves beforehand as speaker shareholder but are attending this meeting through VC today are also invited to express their views and raise questions, if they have any, in the chat box provided. The Chairman would be responding to such queries at the end of the meeting. With this, now I handover the proceedings to the Chairman. Chairman Sir.

**Anil Rai Gupta:** Thank you Sanjay. Dear valued shareholders, wish you a very good morning. I welcome you all to the 39<sup>th</sup> Annual General Meeting of your Company. The AGM has been convened through video conferencing or other audio visual means, in compliance of the Companies Act 2013, read with specific circulars dated 8<sup>th</sup> April 2020, 13<sup>th</sup> April 2020, 5<sup>th</sup> May 2020, 30<sup>th</sup> January 2021, 8<sup>th</sup> December 2021, 14<sup>th</sup> December 2021 and 5<sup>th</sup> May 2022 issued by the Ministry of Corporate Affairs, Government of India and the circular dated 13<sup>th</sup> May 2022 issued by the Securities and Exchange Board of India which exempt physical attendance of the members to the AGM venue. The quorum being present, I declare the meeting open. The Notice convening this meeting and the Directors' report has already been emailed to all shareholders and are taken as read. I welcome other colleagues on the Board of your Company to the 39<sup>th</sup> Annual General Meeting. I now request your Board of Directors to introduce themselves. Shri U.K. Sinhaji.

**Upendra Kumar Sinha:** and I'm the Chairman of the Audit Committee. Thank you.

**Anil Rai Gupta:** Shri Jalaj Dani Ji.

**Jalaj Ashwin Dani:** Good morning, everyone. This is Jalaj Dani here. I welcome you to the AGM. I am the Chairman of the ERM committee.

**Anil Rai Gupta:** Shri B. P. Rao Ji.

**B. P. Rao:** Good morning to you all. I am B.P. Rao, an Independent Director on the Board of Havells. I am attending this meeting from my residence in Noida. Thank you.

**Anil Rai Gupta:** Subhash Mundra Ji.

**Subhash Mundra:** Good morning. I am Subhash Mundra, Independent Director on the Board of Havells. I am attending this AGM from Mumbai. I am also the Chairman of Stakeholders Relationship and Grievance Redressal Committee. Thank you.

**Anil Rai Gupta:** Vivek Mehra Ji.

**Vivek Mehra:** Good morning shareholders. Vivek Mehra, Independent Director of Havells, attending this meeting from my residence in Mukteshwar. Thank you.

**Anil Rai Gupta:** Mr. Ashish Bharat Ram.

**Ashish Bharat Ram:** Good morning, everyone. This is Ashish Bharat Ram, an Independent Director on the Board. I am also the Chair of the NRC Committee. Thank you.

**Anil Rai Gupta:** Mr. Mohandas Pai.

**Mohandas Pai:** Good morning. I am Mohandas Pai. I am speaking from Bangalore, from home office and I am a Non-Independent Director on the Board of Havells. Thank you.

**Anil Rai Gupta:** Mr. Puneet Bhatia.

**Puneet Bhatia:** Good morning, everyone. This is Puneet Bhatia. I am a Non- Independent Director on the Board. I am also a member on the NRC. Thank you.

**Anil Rai Gupta:** Shri Surjit Kumar Gupta Ji.

**Surjit Kumar Gupta Ji:** Good morning. I am Surjit Kumar Gupta. I am a promoter Director on the Board of the Company, attending this meeting from the corporate office of the Company in Noida. Thank you.

**Anil Rai Gupta:** Mr. Ameet Kumar Gupta.

**Amit Kumar Gupta:** Good morning, everyone. I am Ameet Kumar Gupta, one of the promoter Directors, and a Whole time Director on the Board of Havells. I am attending this AGM from the Corporate office of the Company in Noida. Thank you.

**Anil Rai Gupta:** Mr. Rajesh Kumar Gupta.

**Rajesh Kumar Gupta:** Good morning, everyone. I am Rajesh Kumar Gupta. I am a whole time Director and Group CFO of the Company, and I am attending this meeting from the corporate office of the Company in Noida.

**Anil Rai Gupta:** Thank you. Mr. Siddhartha Pandit.

**Siddhartha Pandit:** Good morning, everybody. I am Siddhartha Pandit, a Whole time Director on the Board of Company. I am attending this AGM from the Corporate office of the Company in Noida. Thank you.

**Anil Rai Gupta:** Thank you. We also have with us Mr. Sougata Mukherjee, representing PwC, our Statutory Auditors.

**Sougata Mukherjee:** Thank you Anil Ji. Good morning, everyone. I am Sougata Mukherjee. Partner, Pricewater House & Co., Chartered Accountants, LLP. I am attending this meeting from my office in Gurgaon.

**Anil Rai Gupta:** And of course we have Shri Sanjay Kumar Gupta, the Company Secretary.

Ladies and Gentlemen, despite the challenging macro context, business stayed firm, riding on focused execution. The year was well managed owing to the strategic choices and perseverance of team Havells. While navigating the short-term challenges of pandemic and cost inflation, we continued with investments towards brand, distribution network, and innovation. Our organic growth was strong with broad-based market share gains. We limited the impact of unprecedented commodity inflation through efficiency and calibrated price increases. Covid-19 continued to impact businesses across sectors. With the onset of second wave in Q1, the demand for summer products was severely impacted. At Havells, we relied on agility and pragmatic approach to handle the situation. We worked closely with our channel partners ensuring the business continuity and wellbeing. We also pitched in with emotional, psychological, and medical support to our stakeholders. The latter half of the year was encouraging with revival in housing as well as infrastructure. Commodity costs remain volatile and inflationary, impacting the margins. We supported our growth agenda through disciplined cost management, improving operational efficiency at all levels of the business. During the year, we introduced Employee Ownership Plan to recognize the relentless contribution of our employees towards profitable growth of the organization. EOP - Employee Ownership Plan is an addition to the existing employee stock schemes and is aimed at aligning long term wealth of employees in line with the Company's performance. The fast-moving electrical goods FMCG industry has a significant growth potential predicated on the improvement in electricity availability and demand for comfort and convenience and hygiene. Additionally, the internet of things is driving a digital wave in home automation, making it imperative for brands to offer innovative life solutions that help customers realize their smart home aspirations. Today the consumer is far more aware and aspirational. Rising internet penetration has further accelerated the adoption of smart solutions. We at Havells, are cognisant of this opportunity and are investing in R&D focused towards connected homes. There has been a recent focus on self-reliance in manufacturing as part of the Government's ambitious Atma Nirbhar Bharat Project. During the year production-linked incentive scheme (PLI) has been approved for the Company to manufacture AC Components. At Havells, self-reliance has always been at the core as we strongly believe in maximizing in-house manufacturing. We remain committed to inclusive growth with due consideration toward social impact. The thrust in our value proposition has been to create opportunities for our stakeholders where we can be partners in sustainable growth. As part of our commitment to combat climate change, we have almost doubled our solar installed capacity and are aggressively pursuing means and technologies

of switching to cleaner fuels. Product stewardship would be a key approach in our climate action. In line with this, we are ramping up investment in R&D on aspects of energy efficiency, circularity, long-term durability, and performance of our products to provide our consumers with sustainable and eco-conscious product offerings. We have been consistently ranked among the top 10 global companies in the Dow Jones Sustainability Index for the electrical sector. Further, Morgan Stanley MSCI has upgraded our ESG risk rating to A. I would conclude by saying that India presents immense prospects for growth, and we continue to strengthen our channel, portfolio, and talent pool to capitalize on this opportunity. We thank all our stakeholders for their sustained support. Wishing you all very good health. With this, I hand over the proceedings to the Company Secretary.

**Sanjay Kumar Gupta:** Thank You, Sir. I now request our statutory auditors to read out the Auditors' Report. Shri Sougata Mukherjee Ji. Sougata Ji, please unmute yourself.

**Sougata Mukherjee:** Thank You, Sanjay Ji. The auditors have given an unqualified report on both the standalone as well as consolidated financial statements. So, in the interest of time, and with your kind permission, I'll read the first two paragraphs, the opinion paragraphs, of the consolidated financial statements of auditors' report.

We have audited the accompanying consolidated financial statements of Havells India Limited and its subsidiaries, which comprise the consolidated balance sheet as of 31<sup>st</sup> March 2022 and the consolidated statement of changes in equity, and the consolidated statement of profit and loss account, including other components of income and the consolidated statement of cash flows for the year that ended and notes to the consolidated financial statements including a summary of significant accounting policies and other explanatory information, thereafter referred to the consolidated financial statements. In our opinion and to the best of our information and according to the explanations given to us the aforesaid consolidated financial statements give the information required by the Companies Act 2013 in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India of the consolidated affairs of the growth as of 31<sup>st</sup> March 2022, of consolidated total comprehensive income comprising of profit and other comprehensive income, consolidated changes in equity and its consolidated cash flows for the year that ended.

Thank You

**Sanjay Kumar Gupta:** Thank you, Sougata Ji. Pursuant to the provisions of Companies Act 2013 and the SEBI Listing Regulations, the Company has provided the facility for voting by electronic means for all its members to enable them to cast their vote electronically and the businesses may be transacted through such e-voting. For this purpose, the Company has tied up with the e-voting system of the NSDL for facilitating voting through electronic means as the authorized agency. The Company provided a remote e-voting facility to all the members who were members on the 1st of July 2022 being the cut-off date fixed and to vote on all the

top 10 resolutions set out in the notice of the AGM. Members attending the AGM today who have not already cast their vote by remote e-voting are entitled to exercise their right to vote by e-voting. Ms. MZ and Associates, Company Secretaries have been appointed by the Board as the scrutinizer for this e-voting. The results will be declared on or before the 12th of July 2022. After considering the e-voting done today by members participating in this AGM and also the remote e-voting already done by certain members. The results along with the scrutinizer report shall also be submitted to the stock exchanges NSE and BSE both, and will also be placed on the website of Company. As the meeting is being conveyed through VC today, the resolutions have already been put to vote through remote e-voting, and the requirement to propose and second, is not applicable. With this now, I hand over the proceeding to the Chairman for questions and answers. And I request each of the investors to limit their questions to a maximum of two each for the benefit of the stakeholders. In case if you have more questions to ask, you are most welcome to send the same to the Company by email to us at [investors@havells.com](mailto:investors@havells.com) and we shall reply to the same. Chairman Sir.

**Anil Rai Gupta:** Thank You, Sanjay. I now invite registered speaker shareholders to raise their queries. I will respond to all the queries in the end when all the speakers have spoken and some of the queries may also be responded by our investor relations department directly to you in case any query involves more detailed information. I now invite Mrs. H.S. Patel who has registered herself as a speaker to express her views and ask questions.

**Moderator:** Speaker Shareholder 1, Mrs. H.S. Patel, Ma'am please switch on your webcam, unmute yourself, and proceed with your questions.

**H. S. Patel-** Hello am I audible?

**Anil Rai Gupta:** Yes.

**H. S. Patel-** Hello, am I audible?

**Anil Rai Gupta:** Yes, we can hear you.

**H. S. Patel-** Can anybody answer? Respected Chairman Mr. Anil Gupta Ji, Rajesh Gupta Ji, the finance man, and director our Group CFO, the Company Secretary and the other lady Directors, already a Director on the board and other eminent Directors on the Board. We also have Mr. Jalal Ashwin Dani of the Asian Paints Group, I also like to welcome all of you and I'm from Mumbai, Mrs. Patel here.

**Anil Rai Gupta:** Mrs. Patel if I can stop you here. There is a lot of disturbance of paper around your mic, it seems. Could you please...

**H. S. Patel-** Paper?

**Anil Rai Gupta:** Yeah, seems like...

**H. S. Patel-** Yeah, am I audible now?

**Anil Rai Gupta:** Yes better.

**H. S. Patel-** Thank you. This is the 39th AGM and the reference quoted today is 1222, i.e., twelve hundred twenty-two and you have given us a dividend of 7.5. Thank you very much. Havells India is a multinational Indian electrical Company that got converted to public

**Anil Rai Gupta:** Mrs Patel, I'm sorry. You are not audible.

**H. S. Patel:** Sir I would like to come straight to the question.

**Anil Rai Gupta:** Mrs Patel can you... Mrs Patel I could not follow your question, there is a major disturbance.

**H. S. Patel-** What is our CapEx and OpEx plan? How much is our consolidated debt, is our company debt free? on consolidated level? We have exceeded our performance parameters mentioned on pages 6 and 7. I congratulate the Board, the management, and all the employees. Even during the COVID time they have worked hard to ....themselves. I appreciate the efforts and hard work of each and every employee. Sir, earlier I had appreciated the secretary and team because they have eased the small-time investors by making the MGT9 in the Annual Report itself, very few companies do that. Kudos to this team. But Sir, notice is not received by me. I have not received the notice. Sir, now I come to the questions. What is the market scenario in our Mumbai city of Havells? Havells Rural Vistar program, which was launched four years back, has it been able to fetch the market powers? How many customers or distributors or retailers have increased since 2019? Sir, now let's come to a single question I ask. Sir Havells is manufacturing various products, like Geysers, Shavers, ladies' items, so you, the manufacturer of water geysers. Do you have any 5 litres or is it only 2 litres? I am very much interested in purchasing a 5 litre, I'm trying everywhere for Havells 5 litres but I'm unable to get the product. Unable to procure the product. Where is it available in the market? I mean which Bombay market is it available, especially at Dadar-Bandra side. Sir, next ladies' hair straightener and curlers, that also where it is available? It isn't available in any of the malls also. Make the market, ... Bombay city is a very big market. It's the financial capital of India. So why don't we increase our market cap over here? We can have enough marketing over here. Sir, also the EV vehicles, about the Prime Minister's message to switch over to EV vehicles. Are EV vehicles the future, any plans for that if you can throw light on it , Sir, our company, our departments

**Company Secretary:** Mrs Patel your voice is not at all audible.

**Anil Rai Gupta:** Mrs Patel what, thank you very much for asking your question.

**H. S. Patel-** I'll switch over to my other computer after some time, please

**Anil Rai Gupta:** We'll take you back in the que, if time permits.

**H. S. Patel-** Thank you so much, Thank you so much.

**Anil Rai Gupta:** Mrs Patel we shall be in touch with you and, thank you very much for your suggestions, especially for Mumbai and west, we'll definitely look into that.

**H. S. Patel-** I am coming back, I have a few more questions. I'd like to join through my other mobile.

**Anil Rai Gupta:** Yeah, Thank you. Now I invite Mrs Navneet Kaur Reen who has registered herself as a speaker to express her views and ask questions?

**Moderator (Bhavna)-** Sir speakers, shareholders number 2,3 and 4 have not joined the meeting. So, we are moving on to speaker number 5. Mrs. Celestine Elizabeth M̀ascarenhas. Ms. Celestine, please switch on your... we can see you. Ma'am, please unmute yourself and proceed with your questions.

**Celestine Elizabeth M̀ascarenhas:** Hello.

**Moderator:** Yes, we can hear you.

**Celestine Elizabeth M̀ascarenhas:** You can hear me? Because I could not hear only at one juncture. I could not hear my name, but I suddenly saw the screen changing. So, I said, "Hello Hello" and all that, anyway...I am audible and visible also, na?

**Anil Rai Gupta:** Yes.

**Celestine Elizabeth M̀ascarenhas:** Yeah, very good. Thank you. Chairman Sir Mr. Anil R. Gupta, members of the Board, my fellow shareholders attending this virtual meet. I am speaking from Mumbai, Mrs. C. E. M̀ascarenhas. First of all, I thank the Company Secretary and his team for sending me an E-Annual report and also registering me as a speaker at my request and also giving me this platform. Ok, you know it was Ok. Even then a little difficult, but it is Ok. Sir. I am still audible, no? Because the previous speaker was not audible so I also now a little bit, though I started strengthening my network, Ok. ?

**Anil Rai Gupta:** Yes.

**Celestine Elizabeth M̀ascarenhas:** Now I thank you very much for a good dividend of 7.5 total and what I find Sir, that you have beaten your own records and I again say, you beat your own records year after year. See, you have beaten in dividend, in performance, in market capitalization. Last year I had spoken, that time we were less than Rs 1000 per share, this time it is more than Rs 1200. So you have beaten in market capitalization. Even in CSR, you have got a good ESG rating, also. I think A. So everywhere you have beaten your past record and keep on updating more and more upper on your record only. I am not asking



about competitors and all that. Now my queries Sir, due to Rupee getting all lowering, what will be the effect of our exports to Africa, SAARC, and the Middle East as we have also? Do we have lot of exports to USA? I still there have not followed clearly but that foreign exchange is becoming a lot of hassle, even FCNR and whatnot, everyday some RBI notifications are coming. So, please throw light. So, second one, do we have any problem on chips semiconductor shortage which is affecting on our manufacturing. As we have a large network of goods or stores catering to rural retail, what is the percentage of sales, retail sales to total sales, and how much percentage of total sales is on digital sales, i.e., digital sales is all over India. I am not talking about rural here. Now lastly is, we have 700 brand shops and going to add 100 brand shops this year. Sir, I would like to get a little clarification from my end. Are these all virtuals or actuals, and if it is actual, how long, I will not ask you the cost because then all that figure, I want to know only how long, how many months, or years it takes to break even. Havells is a very strong brand. Have we done a brand valuation? Among all the brands, we have so many brands, Sir. Havells is the strongest. So, have we done any valuation? Sir, we had taken some Lloyds it is like Leels ... or something like that I have on my statement. So what has happened to that, if it is so? I just want clarification. Rest I support all the resolutions. I wish you and your Havells team, very good health and very good performance, with this I thank you very much. May our Havells grow strength to strength so that we will be the strongest in the brand and in distribution and all round. Thank you so much.

**Anil Rai Gupta:** Thank you, ma'am. Thank you so much. We now move to Mr Ankur Chaddha, who has registered himself as a speaker to express his views and ask questions.

**Bhavna-** Sir, speaker number 6,7, and 8 do not appear to have joined. So, we move on now to speaker number 9. Mr Pranay Pramod Tayde.

**Background voice:** They could not join only, such a difficult thing...

**Anil Rai Gupta:** Mr Pranay Tayde.

**Bhavna:** Mr Pranay, please switch on your webcam, Sir.

**Pranay Tayde:** My voice is audible?

**Bhavna:** Yes, Sir it is.

**Pranay Tayde:** Thank you, Sir, Good Morning everyone, Namaste chairman Sir and all the Board Directors. Chairman Sir this is my first AGM with Havells India limited and I am very happy to meet you, Sir. Now I will move on to my question. Sir Havells have so many products in every sector but which sector has the most demand in the market. That's all Sir. This was my only question. Thank you, Sir.

**Anil Rai Gupta:** Thank you very much.

**Pranay Tayde:** Thank you, Sir.

**Anil Rai Gupta:** Do we have Mr. Yusuf Yunus Rangwala, who has registered himself as a speaker to express his views and ask questions.

**Bhavna:** Yes, Sir we have him. Mr. Yunus, please switch on your video Sir.

**Yusuf Yunus Rangwala:** Yes, Sir. Good morning sir, can you hear my voice Sir. Speaking from Mumbai.

**Anil Rai Gupta:** Yes, we can hear you.

**Yusuf Yunus Rangwala:** Sir Good morning Sir, dynamic Chairman, and my fellow shareholders, Sir this is a very excellent company Havells. Sir, we are manufacturing fan, electric iron, so many products and we are manufacturing switches also Sir. I will come directly on point. Sir L&T, who is the main competition in business Sir. Bajaj Electrical, they also manufacture the same business Sir. I would like to know sir. I would like to start my video Sir. Can I start my video?

**Anil Rai Gupta:** Yes please.

**Yusuf Yunus Rangwala:** No not starting, yes sir I am speaking from Mumbai, can you see my video sir, perfect?

**Anil Rai Gupta:** Yes, we can see and hear you loud.

**Yusuf Yunus Rangwala:** My question Sir, I am very happy with the share department Sir, excellent share department Sir. You are sitting in Delhi sir, we are sitting in Mumbai sir, so far, we are talking on mobile Sir, how far, this facility Sir. This is a very excellent facility sir. We cannot come to Delhi Sir. My humble request, if we could have a small get-together in Mumbai Sir, any time Sir, dealer or anything Sir. So, I am requesting you sir so that we can meet you Sir. I have never met you Sir because it is very far from Bombay Sir, you are sitting in Delhi Sir if I am not mistaken Sir. *Sir dividend to aap ne bohot accha diya hai sir, Sir large bonus Sir aap ne nahi diya Sir, bohot saal ho gaye sir. Apne pass reserve bhi accha hai. Sir ho sake to mujhe balance sheet bhejna ka Krupa kare sir apne share department ko ...kyuki mujhe balance sheet read karne ka mujhe bohot shauk hai Sir. Aur Sir me aap ko puchna chahta hu Sir, aapka total number of staff kitna hai, aur COVID-19 me kuch effect huwa hai apne company ko. Apna 6 mahina me any loss we have done in the company Sir. Sir we're having 4 factories if I am not mistaken sir, aur apna factory Sir Bombay ma hai, Gujrat me hai apna factory sir? Wo me jaan na chahta hu, aur to sir mujhe kuch nahi puchna hai. Aap itna acha manage karte hai, aap ko dekh ke sir, Havells ka mere pass 50 shares hai. Sir Havells se me itna khush hu, sir koi company aap to beat nahi kar sakti Sir. Sir aapka itna accha report hai sir, itna acha balance sheet hai, aur aapka reserve bhi itna accha hai. Abhi ek chota sa mai sher pesh karna chahta hu, meri moula maan le moula arzi, aur mujhe ek pe ek bonus dila de Sir. It is a small*

*humble request Sir. Nothing more to hear, sir aap itna acha handle karte hai sir, sir apna kounsa division se aata hai sir, ek madam ne pucha tha Sir, apna US se aur Africa se kya profit aata hai sir. Apna export jo hota hai product wo me jaanna chahta hu sir, Africa aur kounsi countries me apun export karte hai Sir, aur India me Sir apna growth Sir apna tubelight bhi Sir apna manufacture hota hai if I am not mistaken sir. Tubelight, fan, sir apna fan me kitna varieties hai sir kyuki Bajaj ka maine visit kiya tha, unka to Sir bohot type ka variety hai, jaisa fan hai na sir wo upar change hota hai, waisa hum banate hai Sir? Wo me jaan na chahta hu aur apna iron me kitna variety hai Sir. Mujhe aur to kuch nahi puchna hai, dhanyawaad sir, me aapko hath jor ke vinati karta nu Mumbai se aap mera hath jod kar sir namastey Sir. Mumbai se Sir, namaskar mera swikaar kare Sir.*

**Anil Gupta:** Thank you, Thank You, Namashkaar.

**Yusuf Yunus Rangwala:** Thank you Sir, Jai hind sir.

**Anil Gupta:** Thank you I now invite Mr Manish Kaushik on behalf of all other shareholders to put up their questions if they have raised theirs in the chat box.

**Bhavna:** Sir before we go on to Manish Kaushik, speaker shareholder number 6, Mr. Ankur Chanda is with us. So, we can have his queries first. And then Ms. H S Patel's and then Mr. Manish Kaushik. Thank you.

**Anil Gupta:** Yes.

**Bhavna:** Mr. Ankur Chanda? Mr. Ankur Chanda? Mr Ankur Chanda we are inviting you to the forum to speak and raise your queries, please accept our request and join Sir. Chairman Sir we do not seem to see any response from Mr Ankur. So, we would now invite Mrs. H. S. Patel. Ms S. Patel, Ma'am you can switch on your video and you can share your queries with us.

**Company Secretary:** Sir, I think we can move ahead with Mr. Manish Kaushik's queries then?

**H. S. Patel:** Am I audible now? (Distorted voice)

**Anil Gupta:** Mrs. Patel I think there is some network issue at your end. So, I will ask my investor relation department to be in touch with you and answer your queries. Thank You. Bhavna let's move on.

**Bhavna:** Yeah, right Sir.

**Anil Gupta:** Mr. Manish Kaushik, are there any other queries in the chat box?

**Manish Kaushik:** Good morning, Chairman Sir. We have a few questions posted on the chat. I will just read the questions which are unique, which have not been covered by other speakers. So, my first question is, there are concerns regarding the slow economic growth,

and is there any impact on the company in the coming times? My second question is, are there any plans for demerging consumer appliances vertical like refrigerators, air conditioners, etc. The third question posted on the chat is, why has the company entered into diversified businesses? These were the only unique questions, Sir. The rest were best wishes and the rest have already been covered.

**Anil Gupta:** Ok, I think, Sanjay I will refer to certain questions and answer broadly and I am sure you have noted down all the questions and will be able to satisfy each query where specific information is sought. So. I would say that Mrs. Mascarenhas has asked a few questions about our foray into export markets, the rural markets, digital sales and I think I would say that over the last 4-5 years, the company has taken massive steps to move away just from the traditional channel of trade and distribution and move into newer markets, regional markets or exports where, now last year we almost grew 50% with almost 5% of our revenue coming from export markets. Specifically, we have started exporting products like lighting and air conditioners even to the US markets, but most of our exports comes from Middle East and Africa which have shown tremendous growth in the last year and I believe this China plus one strategy will also help. The rural electrification program, which is taking electricity into smaller villages is taking the demand also into these areas and obviously, our Rural Vistaar program is considerably helping improve sales for the organization. I would say that within the industry, our presence in the rural markets is by far the best in terms of all kinds of products from the Havells portfolio. E-commerce is definitely a big part of where COVID-19 has changed the consumer to get into the convenience of buying products from the E-Commerce sites, and again the company took a major project with McKinsey last year to accelerate the performance on our E-Commerce platform, where we now are almost achieving over 5% of our revenues from the marketplaces. But more importantly in certain product categories, like consumer durables, fans, and appliances it is in the range of anywhere between 10-25% coming from the E-Commerce website. In many categories, our market shares are the highest in terms of E-Commerce sales. Specific questions about brand stores, I think we do believe that Havells is in a unique position to offer a wide range of products in the electrical sector and hence one brand store can satisfy the needs of a consumer and hence we are seeing a lot of increase in our presence in brand stores across the country. Specifically answering the question of breakeven, all these brand stores are franchise-oriented stores and we believe that our dealers are getting good economic outcome of opening such stores, not only in the main cities but also in the B & C category cities. Lloyd has been a foray of the company into consumer electronics, with mainstay products from air conditioners and now expanding into washing machines, refrigerators, and I would say that this is a very fast-growing market with under penetration in the consumers and Havells will continue to invest in this brand and distribution over the next few years. Brand, Distribution and Product, and all these three things we will continue to invest. We believe that there is a huge potential for a great Indian multinational to become a sizable player in this market and despite a very tough environment in the last year in both Havells and Lloyd because of the volatility in the raw materials side, we continue to invest

both in manufacturing and brand Lloyd as well. Specific question from Mr. Pranay, about which sectors are showing growth. I would say that post the second wave, we saw growth not only in the residential sector but also in the industrial infrastructural sector, which was slow for a few years. Even the residential construction market was slow but post the second wave, there was good potential coming in and the company could see massive growth. But also, it was accompanied by high increase in the raw material prices, which in the last few months has impacted the demand offtake. You know somebody asked this question about slow economic growth and the impact of that and we are seeing that, I think in the short term there may be some impact on the demand because of the high raw material cost but that also in the last couple of months has also started coming down. So, we believe that the kind of potential that the Indian economy provides. I think that there is a huge potential for companies like Havells to continue its growth in the coming times. So, I would say that you know, Havells is uniquely positioned and not diversified. I would say actually it's very focused on the consumer's home needs for all electrical and electronic products and it's extremely focused. We are not really going out in different sectors which are completely unrelated and hence, as a company we believe that we have a great potential to serve the consumer in a very big way in the coming 5-10 years with the kind of product offerings that we have. With this, I end the specific questions. I think Sanjay, you, and your team can take along with the shareholders.

**Sanjay Kumar Gupta:** Sure Sir, definitely.

**Anil Gupta:** Just thank you very much, and Sanjay you can carry forward with the proceedings.

**Sanjay Kumar Gupta:** So, members attending the AGM today who have not already cast their vote by remote E-Voting, may cast their vote on the E-Voting platform now. You have been given 15 minutes' time now to do the E-Voting. I once again thank you all for participating in the AGM and with this now I now formally propose a vote of thanks to the chair and I hereby declare the proceedings as closed. I thank you once again for all of you for being with us this morning and attending this AGM. Thank you, everyone.