

TTK PRESTIGE LIMITED

eAnnual General Meeting held on July 29, 2022 at 12:00 Noon

Transcript

Mr. Shankaran: Good morning to all. Namaste, Namaskar and vanakam.

I am Shankaran, Wholetime Director and Secretary of TTK Prestige Limited. I've great pleasure in welcoming you all to this 66th AGM of TTK Prestige Limited, which is held through video conferencing as permitted under the provisions of Companies Act and SEBI regulations. I have great pleasure in introducing the members of the Board, Key Management Personnel and Auditors of the Company.

Due to covid pandemic and related lockdown restrictions and to maintain social distancing, many Board Members are participating from different locations. I now introduce all the members of the board. Mr. T T Jagannathan, Promoter and Non-executive Chairman of the Board is attending this meeting from Corporate Office in Bengaluru. Mr. T T Raghunathan, Promoter and Non-executive Vice Chairman is attending this meeting from his office in Chennai. Mr. Chandru Kalro, Managing Director & CEO, attending this meeting from the Corporate Office in Bengaluru. Mr. R Srinivasan, Independent Director and Chairman of the Nomination & Remuneration Committee & Risk Management Committee is attending this meeting from his residence in Bengaluru. Dr.(Mrs) Vandana Walvekar, Independent Director, is attending this meeting from her residence in Mumbai. Mr. Dileep Krishnaswamy, Independent Director and Chairman of the Audit Committee and Stakeholder Relationship Committee, is attending this meeting from his residence in Bengaluru. Mr. Arun Thiagarajan, Independent Director, is attending this meeting from his residence in Bengaluru. Mr. Murali Neelakantan, Independent Director is attending this meeting from the corporate office in Bengaluru sorry, from his residence in Bengaluru. Dr. T T Mukund, Promoter & Non-Executive Director, is attending this meeting from the Corporate Office in Bengaluru. Mr. Dhruv Moondhra Independent Director is attending this meeting from his residence in Mumbai.

Mr. R Saranyan, CFO is attending this meeting from the Corporate Office in Bengaluru. Mr. Dinesh Garg, Executive Vice President Sales & Marketing, Mr. K.G. George, Senior Vice President Retail and New Channels, Mr. N. Radhakrishnan, Senior Vice President Legal and Mr. Manas Martha, Vice President HR, Mr. Jayaraman Ravishankar, Vice President Operations, senior executives of the Company have also joined the meeting from their respective place of work. The Company's Statutory Auditors, Mr. Seethalakshmi, Partner representing M/S PKF Sreedhar & Santhanam LLP, Chartered Accountants, has joined through video conferencing from Bengaluru. Internal Auditors, Mr. C.N Srinivasan, Partner, M/S S. Viswanathan LLP, Chartered Accountants, has joined from Bengaluru. Secretarial Auditor, Mr. Parameshwar Hegde has also joined the meeting via video conferencing from Bengaluru. Mr. M. V. Bhat, Scrutinizer has also joined the meeting via conference room, Bengaluru. I now request our Chairman to call the meeting to order and conduct the proceedings.

Mr. T T Jagannathan: Dear Members, on behalf of the Board of Directors of the Company, I want to thank you all for taking out your valuable time to join this annual meeting. I have ascertained from the AGM Video Conference facility provider KFinTech, that we have the requisite quorum present through video conferencing to conduct the proceedings of this meeting and all the members attending this meeting through video conferencing are counted for the purpose of quorum as per the circulars issued by MCA. All the documents referred to in the notice pertaining to the agenda set out in the notice, explanatory statement and also the Register of Directors and Key Managerial Personnel etc. are available electronically for inspection upon request by members. Proxy register is not available for the inspection since there is no proxy facility for virtual meeting of members. Before I take up the agenda items for discussion, I wish to state that, in accordance with the external circulars issued by the Ministry of Corporate Affairs and SEBI on account of a special resolution which was arising due to covid19 pandemic, the Company had sent Notice of the 66th AGM together with the Annual Report 2021-22, only through electronic mode to those members whose email addresses are registered with the Company. As the notice has already been circulated to all the members, I take the Notice convening the meeting as read. I now request Mr. K Shankaran, Whole-time Director to provide general guidance to the members regarding participation in the meeting.

Mr. Shankaran: Thank you, Chairman. Dear Members, you are requested to note that this AGM of the Company is being held through video conference in accordance with the Companies Act, 2013 and the circulars issued by the Ministry of Corporate Affairs and SEBI. The meeting proceedings are being recorded also. Facility for joining this meeting through video conference is made available for the members on a first-come-first basis. All members who have joined this meeting are by default would be placed on mute by the host to avoid any disturbance arising from background noise and to ensure smooth and seamless conduct of the meeting. As the AGM is being held through video conference, the facility for appointment of proxies by the members is not applicable. Since E voting process is followed, there will be no voting by show of hands or physical voting. The Company has received requests from a few members to register them as speakers at the meeting. Audio and video of such speakers will be enabled by the moderator one by one once the Chairman opens the floor for questions and answers. For other shareholders, Q&A option will also be enabled through the chat box at that time. It may please be noted that the Chairman of this meeting reserves the right to limit the number of members asking the questions, number of questions and the time allotted for each such number to enable smooth conduct of this AGM. Further, the Company had provided the facility to cast the votes electronically on the resolutions set forth in the Notice and remote E voting facility was open between 26 July 9:00 A.M. till July 28 5:00 P.M. Members who have not yet cast their votes electronically and who are participating in this meeting, will have an opportunity to cast their votes during the meeting through the E voting system provided by KFin Tech. The Board of Directors has appointed Mr. M V Bhat, Practicing Company Secretary, Bengaluru, as the Scrutinizer to oversee the E voting process. I now request the Chairman to deliver his speech and conduct further proceedings.

Mr. T T Jagannathan: My throat is bad. I request Mr. Shankaran to read the Chairman speech

Mr. Shankaran: Thank you, sir. I have great pleasure in welcoming you all to the 66th annual general meeting of your company.

General economic climate: I would like to start my speech, with the many positives of the Indian economy among dark clouds hovering around the global economy. Despite the massive disruptions in both demand and supply side factors caused by the covid 19 pandemic and the Russia-Ukraine conflict, India has shown the most consistent improvement in macroeconomic performance among the top 10 economies in the world. In ranking of international economic resilience, that is IER of the top 10 countries, India has consistently improved over the last four years as compared to other leading economies in the world. India is projected to improve its IER rank to two from the sixth position it was in a few years ago. India has fared better in managing the pandemic, as well as protecting the economic fabric of the country. India is poised to become the fifth largest economy in the world, pushing UK to the 6th position. While major economies are facing steep inflation and the threat of recession, India achieved a GDP growth of 8.1% in FY 22 and is expected to maintain a growth of over 7.3% in GDP in FY 23. Given the government's continued thrust on spending on the capital expenditure plans and good monsoon, the prognosis for FY 23 is considered very positive. The uptrend in GST collections, month after month is also reflective of the strong fundamentals of the Indian economy. The travel and hospitality industry, which was languishing in the last year has become very active and is closer to pre covid Levels. Though, rupee has depreciated against US dollar to almost rupee 80 per dollar, largely owing to the fuel price inflation caused by the Russia-Ukraine conflict. The rate of depreciation is far lower as compared to other currencies. Indian rupees has in fact strengthened vis-a-vis sterling, euro etc. RBI also carries significant foreign exchange reserves to maintain stability. The factors that cause concern are inflationary trends both in wholesale and consumer prices and the impact of these on the disposable income of the lower income groups. While the value added product segment is seeing stable demand, the demand for entry level products is subdued. The recessionary trend seen in global markets can have impact on exports. Though this can be offset by India becoming an alternative source for China for quite a few products and services. With the above background, I shall proceed to briefly cover the highlights of FY 22 and the steps being taken by your company to stay stronger.

Financial year 21-22: The annual report for the year has already been circulated. This annual report contains both standalone and consolidated financials incorporating the business operations of the UK subsidiary and the associate company Ultrafresh Modular Solutions, in which your company has taken strategic stake. The Directors report vividly covered the review of performance, the current standing point, outlook and future strategy. Your company successfully dealt with the following major challenges during FY 21-22. The second wave of covid that impacted the business during Q1 and the resultant lockdown of two major factories in Tamil Nadu and the absorption of idle overheads caused by such lockdown, gearing up supply chain both own manufacturer and outsourced taking into account the lockdown of supply chain during Q1. Complete replacement of supply chain related to imports from China with India based supply chain without compromising on cost efficiencies. Continuing churning challenge mix and need to allocate sufficient stocks to different channels, online, large format, general trade, exclusive stores and rural. Shifting of demand to value added products and the necessity to tweak changes in production sourcing plans to avoid ballooning up slow moving inventory. The waning of pent up demand witnessed in FY 21 and the need to introduce well differentiated innovative products across categories to sustain customer interest.

As compared to FY 21, the customer had other avenues to spend- travel, tourism, marriages, etc. Continuous ordering of key raw material prices, and the need to take judicious calls on building raw material inventory and price increases to ensure healthy margins without disturbing customer sentiment. Against the above backdrop, it is considered commendable that your company on a standalone basis achieved an all-time high sale of rupees 2532 crores, registering a growth of 24.5% and an all-time EBITDA before exceptional items of rupees 441 crores, registering a growth of 29% with improved margins. Standalone EPS per share of rupee one was rupees 21, a growth of 25%. Your company introduced 150 new SKUs covering pressure cookers, induction cooktops, cookware, mixer grinders, gas stoves, and other small electric and non-electric appliances. Pressure cookers and gas stoves under the Svacch platform have been well accepted in the market and have gained momentum. The launch of Judge brands to tap value seeking customer segment has progressed successfully and the response is encouraging. Prestige exclusive channel has been expanded and we now have more than 665 stores in place. Your company continued its thrust on digitalization of various processes, encompassing across various verticals and functions of your company. Notwithstanding the volatility in market conditions from quarter to quarter, your company continued to maintain its leadership in its core product categories. Your company's UK business through the subsidiary hardwood, has gained momentum during FY 22 both in sales and profitability.

Dividend: During the financial year in February 2022, an interim dividend of 2.50 per share was paid. Our directors have recommended a final dividend of 3.50 per share. Taking the total dividend for the financial year, rupees 6 per share.

Finances: On a standalone basis your company is debt free and carried a free cash of 11700 crores, including short term liquid investment as on 31-3-22. After incurring capital expenditure and strategic investment in Ultrafresh, aggregating to rupees 60 crores.

Brand salience and recognition: Prestige brand continues to be recognised as a super brand in the kitchen segment. Your company has also won the market leadership award 2021 for excellence and leadership in marketing and branding by Golden Star Awards. Your company has also been certified as, great place to work by Great Place to Work Institute, India. Various other recognitions for your company's innovations and stature have been mentioned in the annual report. As always, your company will be investing significant amounts in brand promotion and attractive campaigns.

Ranking: Your company is ranked within the top 300 listed companies of India based on market cap.

Going forward: Your company turned out incredible performance during the first quarter of the current financial year by registering an all time high Q1 sale of around Rs 600 crores with an EBITDA of Rs 90 crores, reflecting a growth of 68% and 89% respectively. However, the reference base of Q1 of FY 21 is lower due to covid impact. As compared to the normal Q1 of FY 20, the growth is in excess of 38% on sales and 43% on EBITDA which is reflective of your company's robust brand and channel alliance. The

Reserve Bank of India has projected a GDP growth of 7.8% for FY23, but with a caveat that the continued Russia-Ukraine conflict and rising fuel prices can have an impact on this projection. The volatility in commodity prices cannot be ruled out. All these are expected to have impact on disposable income. Hence, in the near term, the rate of growth can be a cause for concern. So also is the case with maintaining margins at EBITDA level, taking into account the cost of inventories carried from the last few months. Your company is watching the trend carefully and is taking all necessary steps covering every aspect.

Introduction of new SKUs: Product offering the built that suits both price seeking and premium customer segments, dynamic pricing and promotional policies, channel penetration, recognizing intel efficiencies, etc. Your company will be introducing more than 100 SKU's covering all its product categories during FY 23. The Strategic Investment Ultrafresh modular Solutions Ltd is expected to expand the customer base for your company's products. As always, your company is further progressing on investing in sustainability factors. Various efforts taken in this respect are outlined in the business responsibility report forming part of the annual report. Notwithstanding various external factors like pandemic and geopolitical tensions, your company's long range plan of doubling the sales, with stable margins, is very much on the radar and investment in supply chain and innovation are being continued to reach this milestone. I acknowledge the strong support received from the shareholders, employees, suppliers, channel partners and banks during these challenging times and look forward to engaging with them more intensively. Thank you.

Moderator: Chairman sir, is on mute, please.

Mr. T T Jagannathan: Thank you, Mr. Shankaran. Since there are no qualifications, observations, or comments on the Auditor's Report on the Financial Statements of the Company for the financial year ended 31st March 2022, the same is not required to be read at this meeting, in terms of the provisions of Section 145 of the Companies Act, 2013. Similarly, the Cost Audit Report and the Secretarial Audit Report also do not contain any qualifications, observations, or comments and hence are not required to be read at this meeting. We now come to item number 1 to 6 of the Notice along with the Explanatory Statement already circulated to Members.

These items relate to the Adoption of Audited Financial Statements, Declaration of final dividend at the rate of rupees 3.50 per share and confirmation of interim dividend at the rate of rupees 2.50 per share. Re-appointment of Mr. T.T. Raghunathan, who is also retiring by rotation, as Director. Re-Appointment of M/S PKF Sridharan & Santhanam LLP, Chartered Accountants, as Auditors of the Company. Ratification of the remuneration paid to the Cost Auditors. Approval of the Remuneration payable to Mr. T.T. Jagannathan. All these items are required to be passed as Ordinary Resolutions, except the resolution number six, which is relating to Remuneration payable to Mr. T.T. Jagannathan which is a Special Resolution. Now I request KFin Tech to enable speakers one by one and also enable Q&A option. Please mention your name, also your number and demat account number and the location from where you have joined. In the interest of time and smooth conduct of the meeting, please keep your observations and questions brief and to the point and not exceed the time limit of 3 minutes. Please avoid repeating

the same questions already asked by the previous speakers. The company has already received some queries through mails and may be receive some queries through chat box. All these questions will be classified under appropriate head and to the extent appropriate, the same will be responded to. Moderator?

Moderator: Yeah, thank you, Chairman sir. Now, I started with the speaker shareholders. I request the first speaker shareholder, Mr. K Sadhananda Shastri to unmute the audio, switch on the camera and ask the question please

Mr. K Sadhananda Shastri: Am I audible to you?

Moderator: Yes sir, you are audible sir. You can speak. Thank you.

Mr. K Sadhananda Shastri: Are you seeing me? Hello?

Moderator: No sir. Your audio is not visible. Your video is not visible sir.

Mr. K Sadhananda Shastri: It's okay. Good afternoon sir. I am Sadhananda Shastri from Bengaluru. My number is 11702201. First of all I would like to thank Ms Divya and Ranjitha for having arranged for my platform to speak in the AGM. Coming to the report, I request the company to special attention towards products like stoves, products are in all your advertising and more than products special efforts towards quality and durability. TTK products have acquired special, that is, a prestigious status in the market. With this, I'm fond of TTK Prestige products. Somehow, I have become a victim in one or other respect in this regard, failed in getting my problem solved. Quality and durability should be the prime principles of TTK. So that customers will not suffer and carry bad impression. I prefer to advise the company to increase the warranty and guarantee periods on its products. Page Number 12, boards report. I must compliment the company for its good performance even during the pandemic period. Page number 14. Product wise sales, you've given advertisements, many of the appliances are not appearing even in newspapers also. Why? Page number 21, unclaimed dividend. The unclaimed dividend, IEPF to the extent of 16 lakhs, are on the higher side. Company has to take care about holders dues. Page number 60. Share value has come down from 11,800 to 890. It is a great setback to the investors. Company should make the effort to save its image in the market. Page number 82. SBS, i.e standalone balance sheet. It is a non-current asset investment item, last year it was nil. This year 20 crores appearing. Whether these are from Related Party. Page Number 134, consolidated balance sheet, borrowings. Last year it was nil. This year it is appearing 40 crores. But you have shown finance cost also by five crores and this year six. How this works out? Page number 135, P&L. Company's revenue is revised 535 crores. Increase of profit is only 70 Corers under what circumstances company is in this disproportionate increase, where their operating profit is also increasing by 100 crores? Page number 154. Other expenses. Company has increased 40 crores in advertisement in profit growth of 70 crores. What is the necessity to incur such a huge amount

towards advertisement to get a least increase in profit? With this I conclude sir, thank you very much. See you next year.

Chairman: Thank you.

Moderator: Thank you Mr. Shastri. Now I move on to the next speaker, shareholder Mrs. Celestial Elizabeth Mascarenhas. Can you please unmute the audio, switch on the camera and ask your question please.

Mrs. Mascarenhas: Can you hear me sir? Can you hear me?

Moderator: Yes, madam. We can hear you. You can continue. Thank you.

Mrs. Mascarenhas: Yeah, very good. Thank you very much. Respected Chairman, Mr. T T Jagannathan, members of the board, my fellow shareholders attending this virtual meet. I am Mrs. C E Mascarenhas. I am attending from Mumbai. First of all, I thank the company secretary Mr. K Shankaran and his team for sending me an E annual report and also registering me as a speaker, plus I have great gratefulness to KFin Tech for giving me this platform and also registering me at the particular date which was written in the report. Thank you so much.

Now, I come to the Annual Report, very good, full of pictures. And also working is also good. Sales are up. PAT up and a good dividend of rupees six and also very good market capitalization. But sir, what is important is, last year I suggested for a split two rupee to one rupee one from 10. And, making it affordable to even small shareholders and which you have done in the course of the year, which I'm very grateful to you. I'm so happy because more affordability and especially in Indian women always, nowadays looks owning such a prestigious, prestige cooker company. So that's very great. Thank you so much. And now we look out for very good market capitalization. Next is, I congratulate on page 13, all the list of awards and accolades are documented. I congratulate for all those. Also, I appreciate the CSR work and also the ESG initiatives taken.

Now, my queries sir. Now, are all the staff working from office every day or alternate day? What is the attrition level? Second, our online sale is quite down, but offline is good. That is Indian, Indian women because all Indian, most of the Indian women like elderly, they like to see their products, go to the shop or a mall and they will see the product what has come. And whereas the millenniums, they like online. But the millennials now go for all that quick and QSR and all. So, definitely you, have you increased some more outlets? And, I would request you, whatever our products come, we should put our annual report like that Hawkins, where all our products are shown. And I would request you also some discount in the pattern of Hawkins, the discount is given and the products are also shown, the price is also shown for the benefit of the shareholder. So, we go to wherever our outlet and take whatever the new product, innovative product is come.

Sir, I would like to know what is the percentage in R & D spend to total sales? Lastly is, the future roadmap, especially taking into effect the geopolitical disturbances and how we are going to tackle it. I support all the resolutions. I wish my company all the best, and specially you sir, very good health and to the full TTK prestige team. Thank you so much and God bless. Now Mr. Aloisius Mascarenhas will speak from the same device.

Mr. Mascarenhas: Respected Chairman Sir, very distinguished members of the board, and my fellow shareholders. Good morning to you all. My name is Aloisius Mascarenhas. At the outset, I thank the management, our company secretary and her team and registrar for sending me the balance sheet which I've received on time. It is full of pictures, information, illustrative, transparent and adhering to all the parameters required for a good corporate governance. Our results are very good, as shown by your dividend, rupees six. Most welcome. Sir, I have only two questions. One is, that you have a exchange of your products, old for new. Why don't you have the same, your exchange for other similar products of other companies? That will also help us and a discount also will be very good. And you should also explicit the new products which are coming in the balance sheet, any new products are in the pipeline and moreover, any acquisition. Sir, butterfly was a very good buy. Which I think Crompton has taken over, which was a good buy. So, there are some other companies with similar lines, which you can think of acquiring. Sir, I don't want to ask many more questions leaving other shareholders to ask the same. So, I end my speech wishing you personally, all the board members and more importantly, all the employees all the very best, in the days and years to come. With this Sir, thank you very much for patient hearing. Thank you.

Chairman: Thank you very much.

Moderator: Thank you Mr. And Mrs. Mascarenhas. Now I move on to the next speaker shareholder, Mr. Aspi Bhesania. Mr. Bhesania, can you please unmute your audio, switch on the camera and ask your question please.

Mr. Aspi: Can you see me and hear me?

Moderator: Yes sir, we can see you and hear you. Thank you.

Mr. Aspi: Thank you. Sir, I'm Aspi from Bombay. Sir, I congratulate the management on very good results. All segments have done very well. Sir, I also welcome Mr. T T Raghunathan as a Director. I don't know whether he is present because I can't see anybody's faces. Sir, ultra-fresh modular solution, why we acquired only 41% and why is it making a loss? When will it turn around? Sir, how much of our sales are done online and are prices different online and offline? Do we sell on our website also? Sir, we have cash of 700 crores. So, what are your plans for that? I would recommend you think of a buyback rather than a higher dividend. Sir, promoter shareholding is 70.41%. Any intention to increase it to 75? Sir, inventory and receivables have increased but still they are in limits, but still you should try to control them. Sir,

quarter one sales have increased year on year and quarter on quarter. Our profit has reduced quarter on quarter. In first quarter, inventory has increased by 64 crores whereas, profit before tax is only 73 crores. So, it looks a very big increase in inventory. Sir, what is our market share in all these products? Sir, in 2019 there was a one on one bonus. 2021 there was a split. Now 2023, what can we expect from the company? Sir, I would like you to continue with the hybrid AGM next year also when the physical AGM starts. Thank you very much and all the best for the future.

Chairman: Thank you.

Moderator: Thank you, Mr. Bhesania. Now I'm move on to the next speaker shareholder, Mr. Santosh Kumar Saraf. Mr. Saraf, can you please unmute the audio, switch on the camera and ask your question please.

Mr. Saraf: एक मिनट समय दीजियेगा मैं video on कर रहा हूँ Hello. एक मिनट। माननीय अध्यक्ष जी उपस्थित सदस्यगण और मेरे शेयरहोल्डर भाइयो और बहनो मैं संतोष कुमार सराफ कलकत्ता से आप सभी को नमस्कार करता हूँ आशा करता हूँ आप जितने भी director है , जितने भी अधिकारीगन है और स्वस्थ। सर मेरी हिंदी समझ में आ रही है या english में बोलू सर ? हिंदी आ रही है ना ?

Chairman: Sir, you can speak. We can understand you.

Mr. Saraf: Namaskar ji. आशा करता हूँ आप जितने भी director है , जितने भी अधिकारीगन है, जितने भी हमारे शेयरहोल्डर भाई बहिन आज मीटिंग में attend है अच्छे स्वास्थ्य में होंगे और सुरक्षित होंगे सर। सर मैं चेरमैन सर आप की team को धन्यवाद देता हूँ काफी अच्छा result देने के लिए और टोटल dividend जो ६ रूपए का है , उसको देने के लिए और सर मैंने एक letter पहले भेजा था आप की table पर होगा देख लीजियेगा सर मैंने पुछा है की future plan क्या है ? नया product क्या इस साल launch किया , उसके बारे में पुछा है। एक मैंने rain water harvesting के लिए पुछा है सर की rain water harvesting के लिए क्या कदम उठाये है ? और renewable energy के लिए क्या कदम उठाये है ? इसके बारे में पुछा है सर। एक मैंने single use प्लास्टिक पर जो बन हो गया है , तो अपने यहाँ कई बार packing के लिए प्लास्टिक उसे करते है तो उसका alternative के लिए क्या कदम उठाये है ? यह पुछा है सर मैंने। एक सर मैंने women और female का ratio काफी कम है इसके बारे में gap है women और के अंदर में उसको कमती करके women employee की संख्या बढ़ाने की मैंने request की है सर , क्योंकि women को empowerment करना अच्छा रहेगा और हमारी India की president भी अभी women है और finance minister भी women है और women हमारे India का काफी नाम कर रही है सर , पढ़ाई में topper होती है और मैडल लाने में भी top रहती है सर एक आपसे request करूंगा सर उनकी संख्या बढ़ाई जाये और सर मैंने प्रश्न लिख दिए है इसलिए ज्यादा प्रश्न न करते हुए मैं यही कहूंगा सर की इस साल तो वीडियो conference meeting हो रही है अगले साल क्या मीटिंग हो पता नहीं सर और अगर आपकी मीटिंग Bangalore में होती है तो काफी दूर होती है , मैं कलकत्ता से बैंगलोर एक दो बार गया लेकिन बहुत दूर होता तो attend ही नहीं किया मैं चाहूंगा की अगर future में फिजिकल मीटिंग करते भी है आप तो साथ में एक hybrid मीटिंग का भी एक session इसी में रखिये जिससे बाकी जो शेयरहोल्डर आपके जो है जैसे भेसाणीअ जी Bombay से ज्वाइन किया , मैं कलकत्ता से अटेंड कर रहा हूँ तो बहार

वाले भी शेयरहोल्डर meeting अटेंड कर सकेंगे और आपको api भावना प्रकट करनी हो जितने भी हमारे कर्मचारी और डायरेक्टर है उनके लिए भी दुआ कर सकेंगे सर , यह अच्छा रहेगा और ज्यादा समय न लेते हुए मैं अपना वक्तव्य समाप्त करता हूँ और भगवान से प्रार्थना करता हूँ भगवान जितने भी हमारे डायरेक्टर है और जितने भी उनकी family और जितने भी अधिकारी है और उनकी family , कर्मचारीओ की family को २०२२-२३ में healthy , wealthy और safety के साथ व्यतीत करना यह ही मेरी प्रार्थना है Jai hind. Jai bharat. समय देने के लिए नमस्कार

Chairman: धन्यवाद Santosh ji.

Moderator: Thank you Mr. Saraf. Now, I request the next speaker shareholder, Mr. Ramesh Shankar Gola, to unmute the audio, switch on the camera and ask the question please.

Mr. Ramesh: Hello. Audible?

Moderator: Yes sir, you are audible. You can speak sir.

Mr. Ramesh: One minute.

Moderator: Hello.

Moderator: Mr. Ramesh Shankar Gola, you're audible, you can speak please.

Mr. Ramesh: Can you see?

Moderator: Yes, we can see you.

Mr. Ramesh: One minute. Good afternoon.

Mr. Ramesh: Good afternoon, Chairman Chandrugaru Murli Neelakantan, Srinivasan, T T Jagannathan, Dhruv sir, Dileep Kumar sir, Arun Thiagarajan sir, Rajagopalan sir

Moderator: Sir, you have 2-3 minutes time. You may have to wrap up your question fast.

Mr. Ramesh: Sir, आप लोगो को पुरे लोगो को प्रणाम सर All directors are I am very happy to say to you, see you all sir and sir जो हमारा TTK Prestige is very most and powerful company products. Why because, Prestige is the one of a brand name, company is the manufacture is prestige. जो लेने वाला prestige के साथ

हमारा product खरीदता है सर this is saying, proudly saying sir. Sir, our new products कौनसा नया ,नया आ रहा है ? वो भी मेरे को बोल दीजिये और जो lastly sir even in coming year what is the Capex? Capex, capex sir. And sir, dividend और थोड़ा बढ़ाना सर and I'm waiting for bonus. Sir, foreign exchange earnings अभी कैसा है ? और coming years में बढ़ेगा क्या ? वो भी बोल दीजिये। सर आपके staff के welfare के लिए what taken good steps and corona is running but इसके लिए , आपके staff के लिए आप लोग क्या कर रहे है ? even giving third dose of corona का vaccine. Sir, we expecting rights issue sir at the par value. Sir, that too our person CFO Rajagopalan sir and हमारे secretarial department के बारे में बोलना है तो सर K Shankaran is a very fantastic person sir, nonstop speech दी है सर continuous sir वो उम्र में इतना confidence के साथ और इतना speed कोई नहीं बोल सकता सर इसका वो कमाल का बात है सर thank you very much and have a good day to you sir. Lastly, to my secretarial department उनके बारे में बोलना चाहता हूँ सर जो Ranjitha ma'am और मंजुला ma'am take care sir. इस वास्ते सर वो call करके , सर आपको link मिला या नहीं मिला , हम भी try कर रहे है सर आपको भेजने के लिए देखते है and so many things company के बारे में बोलना है तो secretarial department बहुत अच्छा है मेरे को बहुत अच्छा मदद दिया सर just for 11:30 ko bhi call करके सर आपको link नहीं है तो straight KFin Tech में पहुंच जायेगे सर आप उधर बात कर सकता कोई problem में है बोल के रंजीता जी बहुत अच्छा बोले सर thank you very much. Sir, give me two wishes sir. Lastly, और एक सर , मैं plant visit देखना चाहता हूँ सर please arrange me sir. I, Ramesh Shankar Gula, company shareholder, I'm speaking from Hyderabad sir, please arrange sir plant visit. I am very much interested in that visit sir. Thank you very much and have a good day to you sir. All the best. God bless you all sir.

Thank you Mr. Ramesh Shankar Gula. Now we move on to the last speaker shareholder, Mr. Yusuf Yunus Rangwala. Mr. Rangwala, can you please unmute your audio, switch on the camera and ask your question please. Mr Yusuf. Sorry sir, Mr. Yusuf Yunus Rangwala has left the meeting. He has again joined, once again. Mr. Rangwala, you can speak. Mr. Rangwala, you're on mute, please unmute and speak.

Mr. Yusuf: Yes, Vanakkam sir. Sir, मैं बॉम्बे से बात करता हूँ। मेरा नाम युसूफ यूनुस रंगवाला है। सर यह 66 AGM और company secretary , Shankaran का धन्यवाद है। सर आप कृपा करके give us a small mini bonus. और सर आपका product all over India में मिलता है TTK प्रेस्टीज सर मैं एक छोटी सी humble request करता हूँ discount coupon आप दीजिये सर। हो सके तो हमें factory visit कराईये और सर आपका कोई नया product कुछ रहेगा , इसे हमें sample के साथ दीजिये मेरा humble request है। सर मेरे घर पे आज करीबन 20 साल से हम ततक का ही उसे करते है सर TTK प्रेस्टीज , TTK products सब आपका इतना अच्छा है सर product खराब होता है सर लेकिन आदमी का जी ही नहीं होता इतना अच्छा product है सर it is an excellent product sir and I am very happy to be part of an excellent company. और अपना कंपनी सेक्रेटरी जी का जितना 'करूं उतना कम है सर he is a very hard working, handsome and very truly secretary sir. ऐसे सेक्रेटरी बहुत कम होते है we are very lucky to have excellent company secretary sir. Sir उन्हें आप संभाल के रखिये अपने साथ में सर और सर मेरा native place मद्रास है सर so we are two south Indian people speaking sir, I am very happy and I am very happy to speak with you sir. last year मैं नहीं आ सका , इ स बार देखो मैं आया , आज बहुत meeting चल रही है , आज करीबन 30 meeting है पर सब meeting छोड़ कर मैं सर आपको धन्यवाद देने को आया और karvi people का जितना करूं उतना कम है सर हो सके तो factory visit कराईये मुझे सर अपना factory visit करना है बैंगलोर में सर और total आपका factory कितना है सर यह मैं जानना चाहता हूँ और total number of staff कितना है और बॉम्बे में आपका total distribution network कितना है सर मेरे यह सब सवाल है सर thank you

very much. May God bless our Company. Sir, wish you a very 15th August, very happy Independence Day. Jai hind sir. Thank you very much sir. Nothing more to add.

Chairman: Vannakam Yusuf sir.

Moderator: Thank you Mr. Rangwala. Chairman Sir, with this we have completed with the speaker shareholders. I hand over back to you sir, thank you.

Chairman: Having received various queries, I now request Mr. Shankaran, Whole Time Director & Secretary and Mr. Chandru Kalro, MD and CEO to provide the answers and clarifications. Please unmute yourself.

Chairman: Now I can hear you, Shankar..

Mr. Shankaran: Good morning. Thank you for all the questions and appreciation given to the company as well as to the secretarial department. We are just doing our duty and we are glad you are happy with that. We are very happy about it. I will take a few questions which relate to finance, investments etc. And as for the business questions, I will leave for Mr. Chandru Kalro, to answer them. I think the audio, videos are okay now. I'll take the questions classified. Regarding advertisement, we have a policy of spending around 6% or more during this period, we don't compromise on that. So that's where it goes. Regarding unpaid dividends which is stuck with the government. We can only be writing to the shareholders to claim it on time. If they don't do that, it goes to the government expense account, then we help the shareholders to get their money. However the government machinery is slow in resolving IEPF claims. Regarding the share price, I think it is the one rupee share you have to compare not what premiered last year before the split, it was close to 9000. Now also share is 900 rupees. So, there is no issue on the share pricing. In any case, we don't control market prices. We can deliver results, it is for the market to react. Regarding the investments in Ultra fresh, have so far invested 20 crores. We are due to invest another 10 crores. When we invest the other 10 crores, it'll become a subsidiary of our company, it will be consolidated accordingly in our accounts. They are going through a startup phase, an investment phase. Their breakeven will be expected in one or two financial years, till then it will be an investment. It's a good acquisition for the company, we can leverage our own products or they can leverage our strength to cater to the kitchen segment.

And there was a question about human resource. We have become totally physical now. All the people are attending offices and factories in person. However, if there is any staff has got some issue on covid or something, we give them leave and quarantine them and after they are cleared, they come to office and work and 90% of people are all always in office in case there is no issue on their health. And about welfare policies. We have insurance cover, cover across all the categories and it takes care of the company employees as well as their dependents. We have got a very robust policy covering life, accidents as well as any health issues. Regarding the employment of women. As of now, we have got more than 15% of the workforce in women both in permanent workers on roll as well as in contract

workers It was less than 3- 4% a couple of years back. So, we have been on the right direction in giving gender neutrality. And regarding rights, bonus, etc., we have done whatever we can do in the past, the company does not require any money at this point in time. Therefore, there is no need to go for a rights issue. Regarding the 700 crores. We are keeping it for any acquisition. There was a question about acquisition of Butterfly by Crompton. We have made it very clear in our director's report and all other investor meetings that we are not looking for another cooker company or cookware company to acquire. We are looking for areas where we are not present, but which are relevant to Home and Kitchen which we would like to acquire as an inorganic opportunity. As and when these arise, we'll be able to take a call. Till that time, we need to keep the funds, very important because we don't want to borrow, leverage the company. Therefore, any call on buyback or increasing dividend will be a calibrated decision. The board will take an appropriate decision as and when it is necessary. Regarding the borrowings on the consolidated balance sheet, it's a classification between long term and short term. When the period is less than 12 months, it goes into noncurrent assets. Therefore, there was a shift this additional borrowing and other. The borrowing in the subsidiary, which was required to fund the acquisition of hardwood and that borrowing is at a very less interest cost about 2.5% or so. So, that is a very effective borrowing because we can use the Indian money for Treasury operations which gives more than 5% return. That arbitrage is working very well. And there are questions on online, there are about product introductions and there is something about service. I request my colleague Chandru, to answer them. If there is anything left please remind me, I'll answer the leftover questions.

Mr. Chandru: Thank you, Mr. Shankaran. I would like to take some of those questions that were asked. In terms of I think there was a question on attrition, our attritions are in control. It's between 10 and 15%, depending on the period. Last year has been a little higher. And that has been a global phenomenon as well. But I think overall our employees are extremely committed to our company and we have a good fortune of having an extremely good team of people working for us. There was a question on discount coupon or some discount on company products. We are very quickly working on a discount coupon for our valued shareholders, which we will send using the latest, I mean, will send it to you digitally. You may redeem these coupons at any of our prestige exclusive stores or from our website so that you are able to get the benefit of being a shareholder of the company. Even the products, we have just launched a brand new website, you will get a view of all the new products that we have launched and what are the new innovations that we have launched. And you get all details about the pricing and various other information on our new website, I would invite you to go into the new website where you will see a lot of the information on the products. There was a question on exchange, why are we not exchanging other company products? Let me inform you, sir, that our exchange scheme allows you to bring any product, of any brand, in any condition and buy any product of ours during this scheme. Its anything for anything exchange scheme. I'm very happy to inform you that it's done extremely well and it continues to do extremely well through the years. I think the questions on acquisitions and CAPEX have been answered. We have a constant pipeline of new products that are coming. We make these new products after tremendous amount of research on the consumer, on the new technologies available and our ability to solve key pain points of the consumers as they tell us. We do substantial research with the consumer, understanding their lifestyles, understanding what they want, what are they not happy with and then come up with solutions. We don't bring just products, we bring solutions to the customer, which is why we are extremely successful.

There was a question on new products last year. We brought more than 150 new products in all our key categories. We already have steel and copper bottles, there was a question on what are we doing to curtail single use plastic usage. We have single ball bottles and double ball bottles in stainless steel, which we have launched across the country. I think there was a question on gender diversity. We have wherever, whichever offices and job roles allow gender diversity, we have certainly taken very conscious decision to employ women as much as we can. So, our corporate office is almost 25% today women. Even in our blue collar, we have close to about 15 to 20%. And that number is going up and up as we go along. So, we really want to do this more and more. Yeah, if there are left out any other questions, I'd be happy to answer them. That's what I noted down. Thank you.

Mr. Shankaran: Yeah, there are two questions which were left out only on R&D. We spent close to between 1% and 2% on innovation expenditure in the year of our turnover. And there was a question on capex, the ongoing is around under 100 crores, which will be spent over a period of 18 months. We've answered all the questions sir, we can move on. Over to you.

Chairman: Thank you. Thank you all. I place on record my appreciation to all of you for your valid observations of participation and would like to proceed further on the business of the meeting. Members, you may please note that the voting in the KFin Tech platform will continue to be available for the next 15 minutes only. Therefore, members who are present in this meeting and those who are yet to cast vote, are requested to do so. The Board of Directors has appointed Mr. M V Bhat, practicing company secretary, Bangalore, as the scrutinizer to supervise the E voting process. Further, he will declare E voting results within the SEBI prescribed timeline and inform stock exchanges and also place the same on the company's website. The resolutions as set forth in the notice will be deemed to have been passed by today's AGM, subject to receipt of requisite number of votes. I thank to all the shareholders who are attending the meeting and I hereby declare the proceedings of the Annual General Meeting closed. Thank you.