

TRANSCRIPT FOR THE 42ND ANNUAL GENERAL MEETING OF WENDT (INDIA) LIMITED HELD ON MONDAY, 22ND JULY 2024 THROUGH VIDEO CONFERENCING

Moderator- Good afternoon, sir. This is Rajita, your moderator for the event. So we have a requisite quorum present. I request the Chairman to start the proceedings of the meeting. Thank you.

Chairman- Ladies and gentlemen, I have great pleasure in welcoming you to the 42nd AGM of the company convened electronically through video conferencing mode. I hope you and your family members are safe and are in good health. The Ministry of Corporate Affairs has permitted companies to hold their Annual General Meeting through Video Conferencing/Other Audio Visual Means and has also allowed companies to send Annual Reports and the Notice convening the Annual General Meeting electronically. In view of the above, the 42nd Annual General Meeting of the Company is being conducted through Video Conferencing. The soft copy of the Annual Report has been sent to all the Members holding shares in dematerialised mode and whose e-mail addresses are available with the Depository Participants as well as to all the Members holding shares in physical mode whose e-mail addresses are registered with the Company/RTA. The Company has also sent the physical copy of Annual Report to those Members who have specifically requested for the same. The requisite quorum is present. Therefore, I now call the meeting in order. The Register of Directors and Key Managerial Personnel and their shareholding and the Register of Contracts or arrangements in which the Directors are interested and the other documents mentioned in the Notice convening this meeting is available for inspection by the Members. Members seeking to inspect such documents can contact the Company Secretary. As mentioned in the Notice convening the meeting, since the meeting is being held electronically, the proxy related procedures have been dispensed with which is in line with the regulatory requirement.

Now, let us introduce our Directors, auditors, senior executives of the Company attending the meeting through the video conferencing from their respective locations. Today, we have the full board with us. Mr. Hima Srinivas, Mr. Bhagya Chandra Rao, Mr. Sridharan Rangarajan, Mr. Muthiah Venkatachalam, Mr. Ninad Gadgil joining us from Hosur. We also have our senior management joining us from Hosur. Mr. Mukesh Kumar Hamirwasia, CFO, Mr. R B Uday, Head sales and marketing and Mr. Arjun Raj P, Company secretary. Our Statutory Auditors M/s. price Waterhouse, chartered accountant LLP are represented by Mr. Jagadeesh Sridharan and Mr. V Srinivas joining us from Bangalore. Our cost auditors, M/s. B Y & associates Cost accountants, Chennai are represented by Mr. Yogesh K Chandak and Mr. Bhaskar Swaminathan joining us from Chennai.

Your Company, by virtue of being a listed company, is required to provide e-voting facility to its shareholders. Voting by show of hands is no longer permitted. The Company has engaged the services of M/s. KFin Technologies Limited to provide the facility of remote e-voting to all its members to cast their votes on all businesses contained in the Notice. Voting will be in proportion to the shares held by the members as on a cut-off date, this being 15th July 2024 in our case. In line with the regulatory requirements, remote e-voting facility had been provided to the members of the Company for three days starting from 18th July 2024 till 21st July 2024. This module was disabled for voting by KFin thereafter.

As mentioned in the Notice convening the meeting, for such of those members who did not or could not avail the remote e-voting facility, the Company is pleased to provide the facility to cast their votes electronically during the AGM on all the proposed resolutions through KFin's Instapoll mechanism. The Instapoll facility will be activated at the end of the meeting. Members can avail this facility and cast their votes on the resolutions

proposed in the Notice. Let me reiterate that this facility is available only to those members who have not cast their votes through the remote e-voting facility provided earlier by KFin. In case any member who has already voted in the remote e-voting, he/she will not be able to cast his/her vote again through Instapoll.

The Board has appointed Mr. R Sridharan of M/s. R Sridharan & Associates, Practicing Company Secretary for scrutinising the e-voting process in a fair and transparent manner. Once all of you have cast your votes, the votes will be counted by Mr. R Sridharan, the Scrutiniser. He will then unblock the results of the remote e-voting which will then be consolidated with the results of the voting done today during the meeting. The Voting Results along with Scrutiniser's report will be communicated to the Stock Exchanges within two working days and the same will be placed on the website of the Company and on the e-voting platform of KFin.

To sum up, the following is the schedule for today's meeting: After I conclude my speech, Mr. Ninad, Executive Director and CEO will present the operational highlights for the year 2023-24. After the presentation, those of you holding shares in your name and registered as a Speaker at the meeting will be invited by the Moderator. Considering the time of all those attending the meeting, we request the Speakers to be brief and restrict their address to matters relevant to the business contained in the AGM notice. After this, the questions or queries raised by the Speakers or by shareholders who have already registered the same in the link provided by KFin for this purpose would be tabulated and answered. After the queries have been answered, the meeting will conclude and those of you who have not yet cast your votes would be given the opportunity to exercise the same.

Now we'll proceed with the meeting.

Ladies and gentlemen, Good afternoon. A very warm welcome to each and every one of you. It gives me great pleasure to greet you all on the 42nd AGM of Wendt India Limited. The annual report of the financial year 23- 24 has been sent to you some time back and I trust it would have been given an overview of the performance of the Company.

Economic Scenario – the year gone by: The World continued witnessing unprecedented challenges in FY 2023-24 in terms of Russia-Ukraine conflict, conflict in middle east, geopolitical uncertainties, China-America cold war, rising fuel and commodity prices which had a toll on the global economic situation. As per the latest World Economic Outlook released by the International Monetary Fund (IMF), the global economic growth is expected to be slightly better in 2024 at 3.1% i.e. 0.2% higher than the previous release. While the IMF Report estimates softer landing in the advanced economies, lagged impacts of the quantitative tightening and inflation remaining above targets in most of the economies will continue to create headwinds for growth. As per World Bank Report, global Trade growth in 2023 was amongst the slowest in the past 50 years, with contraction in merchandise trade and slow recovery in services trade. Global commodity prices weakened in 2023 but remained above pre-pandemic levels. India remained resilient throughout 2023 despite the challenging global environment. India continues as the fastest growing economy amongst major economies with a fundamentally sound growth story. India has solidified its position as the world's third-largest fintech economy, following only the USA and the UK. This success is credited to both domestic and international investor interest, along with sustained IPO activity. The country's consistent growth in excess of 7% in the last few years, the pandemic and geopolitical conflicts notwithstanding, demonstrated its resilience to rebound and grow faster, supported by increasing domestic consumption, policy reforms, infrastructure investment and enhanced exports. As per the revised estimate, Gross Domestic Product (GDP) growth is projected at 6.8%-7.3% in financial

year 2025 on YoY basis (as per growth projections by major leading rating agencies). Post election, the new government is expected to continue the growth momentum by boosting manufacturing sector through enhanced PLI schemes, infrastructure spending through capex, job creation and thrust on renewable energy and sustainability initiatives.

Business results: Your company clocked sales of Rs. 206.26 crores during FY 23-24, which is higher by 8 per cent over the previous year. This is the Highest Ever Sales achieved by your company.

Your Company's domestic sales was Rs. 156.82 crores during the year, higher by 14% over the previous year. The increased sales was on account of higher demand from user industries like auto, auto ancillaries, bearings, steel, cutting tools, resellers etc. and others and intense market development initiatives.

Exports were at Rs. 49.44 crores during the year, lower by 7% over the previous year due to reduced off take from key customers from few countries.

Accordingly, your company clocked Profit Before Tax of Rs. 52.33 crores, remaining flat and Profit After Tax of Rs. 39.50 crores. Its de-growth of 2% over the previous year.

Capex: During the year, your company spent Rs. 11.15 crores on capex. The major capex spent was on addition of new plant & machinery towards capability building in fast growing products and new products capacity enhancements, which are critical for the future growth of the Company. The Company's strong cash position enabled funding of all capex through internal accruals.

R&D: The objective of R&D is to design and develop new processes/products through the advancement of Materials Science towards providing the "Complete Grinding Solutions" to its customers. The Company's R&D centre continues to be recognised by Department of Scientific and Industrial Research, DSIR under the Ministry of Department of Science and Technology, Government of India. Increasing implementation of these manufacturing technologies drive the demand of products for Bearing & Guide Ways, Gears, Cam & Crank shaft and in industries like Semi-conductor, Biomedical, Aerospace, Cutting Tool, Engineering & Auto Sectors. The company is in the process of identifying technology partners for developing products for these industries.

Business Focus: The company continues its dedicated effort in pursuing business in three verticals, namely super abrasives, machines and precision products.

Super Abrasives: During the year, your company continues to take several initiatives like product development, new customer acquisition, price correction, horizontal deployment of successful applications and products, exploring new markets, leveraging all its products as a complete package solution to serve customer better etc. The Super Abrasives business achieved sales of Rs 131.61 crores during the year, which de-grew by 2% over the previous year. The domestic Super Abrasives business recorded its highest ever sales and grew by 7 % over the last year. Initiatives like key account management for top customers, appointment of precision dealers, close working on product development, focus product, new product launches etc, helped in this growth. Export Super Abrasive sales was lower by 19% over previous year due to reduced offtake from key customers and volatile geopolitical scenario in Europe and other developed countries.

The machine business: The Machine business clocked its highest ever sales of Rs. 47.32 crores, growth of 70% over previous year. The higher sale was achieved despite continued

supply chain issues leading to global shortage of semi-conductor chips and other related parts which goes into manufacturing of machines. This was ensured by better planning, working closely with critical vendors, advance schedule release, parts standardization, micro level planning and execution, cost optimization etc. During the year, the Company manufactured 45 machines. The industry-wise Machine sales during last year comprises majority to steel followed by cutting tools, engineering and auto. The Company executed several new machines during the current year which was well accepted by the customers. The Company's strategy of moving from industry specific to application-based machines has yielded good results during the year.

Precision products: During the year, the Precision products vertical clocked sales of Rs. 27.33 crores, which de-grew by 5% over the previous year. The precision components sales were impacted during the previous year due to schedule deferment and lower volume off take by end customers. Besides, delays in establishing new products also added to the lower sales. The Company continues to focus on developing new products for its components business as a part of its de-risking strategy and looking at alternate opportunities wherever possible.

Focus on Process efficiency: The Company continues to focus on improving operational efficiency as well as optimal utilisation of various resources- man, materials and machines in manufacturing and production areas. The QRM Initiative which was successfully deployed in three production cells last year, envisages reorganising the machine layout in the shop floor thereby reducing lead-time/ waiting time between workstations and improvement in shopfloor inventory and other resources. Besides, your Company had adopted cost leadership strategy to achieve a competitive advantage by producing goods at lowest possible cost. This envisages identifying the cost drivers, re-engineering the existing processes to remove redundancies and NVAs, streamlining outsourcing activities, creating economies of scale and focus on the core competencies. With this objective, the engineering team has undertaken some projects in both bonded and coated cells to eliminate, combine, rearrange and simplify processes and achieve cost reduction.

Ease of doing business: On the Information technology front, your company has started Digitization initiative of its core processes to make Ease of Doing Business and eliminate the duplication and non-value adds. During the year, the Company achieved some success in the Digitisation initiatives including implementation of the vendor portal to increase visibility to the vendors on their request and CRM Application-standard module to achieve better engagement with the key customers.

Cost optimisation projects: The Company continues the cost optimisation initiatives which was started during COVID times. This leads to continued focus on controllable costs in terms of reduction of losses and rejections, better negotiations with suppliers and vendors, price increase with customers and better price realisation from sale of scrap etc. Initiatives like Vendor Managed Inventory (VMI) ensured continuity of supplies of critical items including cost rationalization. Besides, focus on cost optimization function wise has yielded savings in the business segments. The rigorous variable and fixed cost reduction initiatives continued to be undertaken during the year has resulted in improving the bottom line.

Major recognition and awards: some of the key recognitions and awards received during the year were as follows. ICAI Silver Award for Excellence in Sustainability Reporting for the year 2022 the company's BRSR Report for the FY 2022-23 was honoured with Silver Award under Small Cap Manufacturing Sector market capitalisation less than Rs.3000 crores by The Institute of Chartered Accountants of India. This accolade highlights your Company's steadfast commitment to environmental, social, and governance principles, as

well as supply chain integrity and human rights. ICMAI Award for Excellence for cost Management for the year 21- 22. Your Company was adjudged First Position under the category Manufacturing-Private-Small companies for Turnover of Rs.100 to Rs.500 crores by the Institute of Cost Accountants of India (ICMAI) for the FY 2021-22 for excellence in cost management practices. CFO role of Honour 2024 - the company's CFO Mr. Mukesh Kumar Hamirwasia was confirmed conferred the CFO 100 role of Honours 2024 from the CFO collective IMA India.

Subsidiary's performance: Wendt Grinding Technology Limited, The Company's wholly owned subsidiary, Wendt Grinding Technologies Limited, Thailand, achieved sales of Rs. 21.46 crores which is 5% higher than the last year. This is despite unprecedented challenges and industry slowdown on account of EV impetus, geopolitical uncertainties due to anti-China thrust and China-Taiwan relations, rising costs and all odds. The subsidiary continues to demonstrate its strong resolve and business acumen challenging the unfavourable conditions and churning out results on a consistent basis. Accordingly, the profit of tax has been Rs 1.64 crores 24% lower over the previous year.

Now, Corporate social responsibility: The Company's Corporate Social Responsibility programmes are aimed at inclusive growth and sustainable development of the community. Your company continues to run Skill Development program jointly with CUMI which provides quality vocational and technical training to under privileged youth from weaker sections of the society by uplifting their life and equipping them with employable skill sets. This training program is designed based on the coaching methodology defined by Government of India, Ministry of Skill Development and Entrepreneurship. During the year, your company undertook projects for promotion of education including construction of class rooms for a Government High School in Zuzuvadi, provision of potable drinking water systems (RO Purifier), providing Smart board for classes, Class room desks, Library furniture, CCTV Setup, Public Address system, Table & Chairs for teachers, Xerox machine to various Government Schools around Hosur plant location. The Company focuses its CSR activities on rejuvenating schools as most of the schools are in yearning need of an overhaul and lack even the most basic facilities. The CSR projects were also focused on promotion of healthcare encompassing contribution of essential medical equipment and hygiene items to the Government Hospital and Urban Primary Health centre in Hosur. The Company focuses on the Government Hospitals as they lack basic infrastructure and medical equipments for the treatment of poor and needy patients from nearby rural and remote locations. Your Company, during the year 2023-24 has spent Rs. 70.50 lakhs towards CSR activities and no amounts remain unspent at the end of the year.

Dividend: The Board has recommended a final dividend of Rs. 20 per share of Rs. 10 each for the year ended 31st March 2024. It may be recalled that, an interim dividend at the rate of Rs. 30 per equity share of Rs. 10 each was declared in January 2024 and paid in February 2024. This aggregates to a total dividend of Rs. 50 per equity share of Rs. 10 each for the year.

First quarter results - Wendt India standalone results: The Board has just taken on record the quarterly audited financial results for the first quarter ended the 30th June 2024. The first quarter performance put forth by the company is as and total sales have been 43.75 crores, a degrowth of 5% year on year domestic sales of 34.68 crores, growth of 2% year on year, export sales of 9.08 crores degrowth of 23% over year on year and PAT of 7.45 crores degrowth of 14% year on year. The export sales is lower due to scheduled deferment from some key customers for which sales is expected to happen in Q2.

The subsidiary Wendt Grinding Technology Thailand, During the first quarter reported a top line of 5.31 crores, degrowth of 8% year on year and PAT is 38 lakhs, degrowth of 21%.

Way forward: Your Company would continue to leverage upon its vast experience and technical expertise, deep understanding of customer requirements, comprehensive product range, superior technology and the resultant competitive edge emerging out of its complementary business verticals namely Super Abrasives, Machine Tools and Precision Components. The Government's focus on Projects like 'Make in India' and 'Make for World' are expected to give a boost to the Company's products being import substitute, thus helping in conservation of precious foreign exchange during these difficult times. Your Company's strong fundamentals, unrelenting spirit to innovate and cater to customer needs demonstrate perpetual resilience. Your Company would continue to develop new products, new applications including development of import substitutes while tailoring existing products to cater to the evolving market trends and changing customer needs.

Leadership: In October 23, In October 2023, Mr. Sridharan Rangarajan joined the Board as a Non- Executive Director and I welcome him to the Board of the Company. I also welcome Mr. L Ramkumar whose appointment as an Independent Director has been placed for your approval effective 24th July 2024. Mr. Ramkumar's rich and varied experience in Finance, Strategy and General Management would immensely benefit the Company. Mr. C Srikanth who was the Chief Executive Officer & Executive Director stepped down from the Board effective 5th May 2024 owing to transfer of his services to M/s. Carborundum Universal Limited. Mr. Ninad Gadgil took charge as the Executive Director & Chief Executive Officer of the Company effective 6th May 2024, and I believe that rich and extensive expertise of Mr. Ninad in sales and operations would immensely benefit the Company. I would also like to inform you that I would be stepping down as an Independent Director & Chairman of the Company w.e.f. closing hours of 23rd July 2024. The Board today has appointed Mr. B C Rao as the Chairman w.e.f. 24th July 2024. I thank all my colleagues on the Board, for their valuable guidance and support during these times. Their continuous encouragement and guidance is a great source of inspiration to navigate the future with optimism. I have special words to acknowledge the collective efforts of the Wendt India team (employees) working tirelessly to ensure the company continues in its growth path. I thank all our stakeholders, customers, suppliers, vendors, bankers, authorities and of course you - the shareholders for your unstinted support and encouragement.

Thank you, ladies and gentlemen. Now Mr. Ninad Gadgil, Executive Director and CEO will share the operational highlights for the year 2023- 24.

Mr. Ninad Gadgil- Thank you sir. Good afternoon again ladies and gentlemen. I will take you through the operational highlights. It's a privilege to present to all of you today. Just before I get into the details, would like to brief you on your Company. These are some of our pictures, mainly of the facility that we have here at Hosur which is about 40 kms from Bangalore. We are located in the SIPCOT industrial estate in an area covering about 16.2 acres and our team strength is about 517. As you can see that apart from the plant, we also have a lot of facilities for TQM. A new block that we have recently erected for purchase department, a new block for stores and also effluent treatment plant which guarantees zero discharge. Next please. Just to remind all of us about the fundamental strengths of the Company. Wendt has always benefited from a very well nurtured talent, talented group of individuals. We are a complete grinding and honing solutions provider. We have machine tools, we have the consumables and tools that run on these machines and then we also have precision components that demonstrates to our customers that we can make high precision components using these consumables and the machine tools. Many of our

products are extremely customised and this is something that we see as a major strength for the Company that makes our customers depend and increases the stickiness with us over long periods of time. We also have a state of the art manufacturing process and as you will see, a very sound financial position. Next please. Again, these are some of the pictures of the different products that we make. A complete solution provider, right from tools to machines to components and our product innovation continues as you see from the next chart. Yes, next please. We have a range of solutions that go into the different industries which are represented on the left hand column side, on the right, on the upper side, what you see which is written vertically are the different product lines and Super Abrasives that your company produces. So, if you see take something like automotive industry, we can service this industry with our resin bond products, with our electroplated products, vitrified products and dressing rows, our honing solutions and then likewise you see that the range of products that we have along with the machines and the precision components goes across several different industries. This is one of the biggest strengths of our product portfolio which also keeps us in a way a little distant from the different industry cycles that go in some of these industries. Next please. Again, to remind ourselves on the revenue numbers, out of the 206 crores total standalone numbers, revenue numbers about 131.6 crores or 64% comes from super abrasive, about 23% or 47 crores from our machines business and 13% or 27 crores that comes from our precision business. I must again take the opportunity to remind you that we are one of the few Super Abrasive companies in the world to have this unique offering where we participate in these three different verticals for our customers. Our PBT stands at about 52.3 crores and our PAT for last year was about 39.5 crores. Yes, next please. These are some of the pictures of our facility in Thailand where we again provide re-profiling services to our local customers. Our Thailand subsidiary's sales is at about 22 crores. Next please. A picture again of our global reach. What you see in red are our production sites, the one in India and in Thailand. But we also supply to various Wendt GmbH locations across the world, especially in Germany, UK, USA, France and Spain. We then also have exports to the other countries that are listed over here where we have some sales offices in some of these countries. Next please. A glimpse of some of our customers. You would find various industries over here right from say the **carbide insert manufacturers**. We have automotive component manufacturers. Here we have automotive OEMs. We have bearing companies. We have steel companies and various other engineering companies. Next please. These are some of the management standard systems that we follow. A glimpse of some of the ISO certification that your company holds and also TUV certification. These certifications help us to participate and compete in international markets and also with some of the large customers in the domestic market.

Yes. Next please. Again, some pictures of the different products within Super Abrasives right from resin bond metal bond to braze bonds and then the recently introduced vitrified CBN bonds that we manufacture out of this plant. We also have a range of rotary dressers which we manufacture both for Indian customers and also for exports outside. Then we also have stationary distress under the Star brand. Next please. Again, like I said, your Company serves these diverse industry segments right from automotive to bearing to defence, steel and glass industries. Next please. These are some of the pictures of the machine tools that we manufacture. As you can see, we have a range of CNC horizontal and vertical honing machines. We have rotary surface grinding, both horizontal and vertical machines and these applications again go from automotive to defence and aerospace industries. Next please. These are some of the precision components that your Company manufactures. We have a huge trend in the fuel injector space and also in carbide insert grinding. We also have silicon nitride rollers and these are some of the components that we manufacture and sell from our plant here in Hosur. Next please. These are our figures for the year gone by 23- 24. We ended the year at about 8% growth at 206 crores. Our

PBT growth was flat largely due to a product mix change. Number one was some of our export sales last year were impacted and also, we had a higher sale of machine tools where our margins are slightly lower than our margins in the super abrasives. Our PAT consequently was -2% over the 22- 23 figure. However, we look forward to much better numbers for 24- 25. Next please. These are the capex plans that we had for last year. Against the 35 crores approved plan, we were able to capitalise about 28.6 crores. Next please. Some of the highlights for the year gone by around people, process, products and finally the performance. From a process perspective, we were able to introduce methods engineering last year and this is making a significant impact on our overall quality performance. In products, we made very good progress on some of the import substitutions, especially our Vit CBN line, and has found very good applications around the crank and crankshaft application. We also crossed new milestones in our machine tool business and as you heard from our chairman, we registered our highest ever sales at almost 70% growth over 22-23. Next please. These are some of our highlights on the Super Abrasives business. 7% growth in the domestic market. We introduced key account management for our top customers and were very well supported by the new product launches, Vit CBN being the number one. Our exports, of course, we faced a lot of headwinds and geopolitical scenario in several countries did not really help us last year. We had a one off sale in 22- 23 which did not repeat in 23- 24 which was one of the reasons for the decline in exports. Next please. Machine Tools was a completely different story, one of the best years that we've had almost 70% growth over 22- 23. We are also able to make a lot of substantive qualitative improvements in our overall machine tool business, namely a standardization of many of the design parts and a contract review and supply chain management with some of our key vendors involving a lot of micro planning that helped us really scale these numbers in year 23- 24. Next please. Precision products: we had a decline of over 5%, largely because of some of the delays that we had in establishing new products and reduced lower off take from end customers in some of the key segments. Next please. These are glimpses of some of the events that your company held last year. This is a sales kick-off meeting and launch of the quantapol product line. Next please. EXPOs and various other customer engagements that our Company participated last year. These are some of the pictures from across the country. Next please. And then the very successful, technology day that we hold with some of our large customers, some glimpses of the same. Some external recognition that came your Company's way. We received award from ICAI both for sustainability practices, sustainability reporting and also for financial reporting. We also got an award for our CFO from IMA India. He was inducted into the role of honour for year 2024. Next please. Some pictures of the events held across your Company last year. We had active participation from all our employees across all these events. Next please. More pictures of the different in house events.

Our consolidated performance like I said, which included our subsidiary in Thailand. We overall had an 8% growth in top line, a 2% growth in PBT and a 2% growth in PAT. Next please. Again shows a revenue chart for your Company ending last year at 206.2. Next please. This records the price movement for the share price of the company. Next please. And a similar chart for the EPS over the last 10 years and an unbroken dividend track record across the last several years. As you can see, your company has been able to deliver overall total shareholder return of almost 6509 for initial share purchase price of Rs. 10, today, the overall value would be close to almost Rs. 6509. Next please. Again, pictures of the various industries and applications that your company serves. Right from healthcare, defence and aviation, auto and glass. We are looking at building our portfolio for the healthcare industry and partnering with some of the technology providers in this space to build this portfolio. Next please. Some more pictures of the different product lines and the applications that your Company serves. We have a strong presence in the steel space and

also in the razor blade grinding segment. Yes. Next please. Overall, in Q1 of 24- 25, the Company is at a slow start. We have recorded top line figures of Rs. 43.8 crores which is about a 5% decline in over Q1 of 23- 24 and a PBT decline of about 14%. We are looking at a significant turnaround in the next couple of quarters based on the order positions that we see and the demand situation that we see in the marketplace. Thank you.

Chairman - Ladies and gentlemen, the notice dated the 24th June 24 convening this meeting along with the copy of the annual report for the financial year ended the 31st March 2024 has already been circulated and with your permission I shall take the same as read. There are no qualifications, observations or comments on the financial transaction or matters which have any adverse effect on the functioning of the Company mentioned in the auditor's report and hence the auditor's report are not required to read in the meeting. Ordinary business set out in AGM notice pertains to adoption of standalone financial statements for the year ended 31st March 24 together with reports of the Board of Directors and Auditors, adoption of the consolidated financial statement for the year 31st March 2024 together with the report of the auditors thereon, Declaration of the final dividend of Rs. 20 per equity share and confirmation of interim dividend of Rs. 30 per equity share paid during the year, Re-appointment of Muthiah Venkatachalam, Director who retires by rotation, appointment of Mr. Ninad Gadgil as an Executive Director, appointment of Mr. L RamKumar as an Independent Director and ratification of the cost auditor's remuneration. The resolutions and the explanatory statement with respect to the above proposals wherever applicable have been recorded in the notice. Few shareholders have registered themselves as a speaker for the raising questions at the meeting. I now request the moderator to facilitate shareholders to speak/raise clarifications regarding the accounts and the operation of the company during 23-24 in the sequence of their registration. In the interest of the time and with a view to give adequate opportunity to all, I request members to be judicious in time and restrict the same to three to five minutes. We will hear all the queries first after which I would be pleased to give my response to your queries in consolidation or have them answered by my colleagues. Now can we start.

Moderator- Thank you Chairman. I request our first Speaker Mr. Santosh Kumar Saraf to kindly unmute your audio, switch on your video and proceed with your question.

Mr. Santosh Kumar Saraf- Respected Chairman, Board Members, my fellow shareholder my name is Santosh Kumar Saraf speaking from Kolkata. Hope all directors and all our workers and their family are safe and good health. I thank to management and chairman for good presentation. After this presentation, we get so many answers automatically but as a habit I can ask some questions sir. First, why this year dividend is less than last year? Sir, how we are using the technology to increase our productivity and profitability and designing and marketing please explain sir. How we are reducing carbon emission and at present how much we installed solar panel at our places and what watts we are getting from them and what is the percentage of our total electricity use. हमारी जो से यूज़ में कितना परसेंटेज रिन्यूएबल एनर्जी यूज़ कर रहे हैं और हमारे जो सोलर पैनल है वहाँ से कितनी मिल रही है इसके बारे में जरूर बताइए। फीमेल इम्प्लॉई काफी कम है सर आप कहेंगे इंजीनीरिंग डिपार्टमेंट है इसलिए हम फीमेल जाते नहीं रख सकते हमारी फैक्टरी में फीमेल नहीं रख सकते सिर्फ 8% फीमेल इम्प्लॉई है सर तो इनकी संख्या बढ़ाई ये मैं नहीं समझता कि आजकल फीमेल को कोई काम किया जाए उनकी और उनकी डा वीसी के ऊपर उनके वर्किंग हूँ अगर फीमेल बढ़ाएंगे तो उनकी पॉज़िटिव भी ज्यादा बहुत अच्छी मिलेगी सर उसके प्रॉडक्ट भी काफी अच्छा काम करने में इसके बारे में विचार करिए और अपने इंडिया को आगे बढ़ाना है तो फीमेल इम्प्लिमेंट की संख्या बढ़ानी जैसे आपने आपने बताया की जो ओवर 900 करोड़ आपका इंडिया में मार्केटिंग है और बाहर में बहुत कम है सर कोई हिसाब से इंप्लाइमेंट ज्यादा करिए क्या आप की जरूरत है और सेल्फ डिपेंड बनाने के लिए और सेल्फ इंप्लाइमेंट दे के सर मैं ज्यादा समय नहीं लूँगा एक सिंपल सा डिस्चूट केस पड़ा हुआ है इनकम टैक्स था उसके बारे में लीगल टीम को कई उसको क्लिक कर दें हमारी किताब में कहीं कोई दाग

नहीं है ये एक छोटा सा चार्ज या कितने लाख डिस्प्यूट के जो ये एक मार कर दिए जैसे अपने चेहरे में होता है ना काला तिल तो इसको सब करने की चेष्टा करियेगा और ज्यादा कुछ नहीं एक बार जीतने भी हमारे डाइरेक्टर है all directors and employees are backbone. Their family I wish for them a happy financial year 2024 and 25 and also wish for happy festival coming for them sir and sir I request you to continue with this VC meeting so when India shareholder like my I am at Kolkata attend one or two meeting in Bangalore but at this age is not possible attend the meeting and sir I think the VC is a very good operator and their service is very good which continues with Karvy sir. Thank you sir for giving me opportunity. Hope all you all meet again next year been VC with good health and good Safety Namaskar.

Mr. Shrinivas G Shirgurkar- thank you, thank you sir.

Moderator- Thank you Mr. Saraf I request our next speaker Mr. Rajesh Kewalram Chainani to kindly unmute your audio, switch on your video and proceed with your question. Since no response received. I request our next speaker Mrs. CE Mascarenhas to kindly unmute your audio, switch on your video and proceed with your question.

Mrs. CE Mascarenhas- Hello. Am I audible?

Moderator- You are audible madam. Kindly proceed.

Mrs. CE Mascarenhas- Thank you, Thank you very much. Now I go formal. Respected Chairman, Mr. Shrinivas, other members of the board, my dear shareholders in VC. I am Mrs. CE. Mascarenhas. I am speaking from Mumbai. First of all, I thank the company secretary, Mr. Arjun Raj and his team for sending me an annual report and also registering me as a speaker at my request. And also, the Kfintech thank you so much.

Mr. Shrinivas G Shirgurkar- you are not very audible ma'am

Mrs. CE Mascarenhas- Hello. Hello.

Mr. Shrinivas G Shirgurkar- Yeah.

Mrs. CE Mascarenhas- Hello. Okay. Thank you. Thank you, sir. Thank you. Our annual report is very good. Our working is good. PPT packed up and very good dividend of 500%. That is Rs. 50 per share of Rs. 10. Also, EPS has gone up. Good market capitalisation. We are cash rich. So, what about bonus? When was the last bonus given? Or if not at least give a split whereby liquidity will increase and it will become a mini bonus for the shareholders. Next topic is congratulations for all the awards and accolades received during the year. Very good CSR work. Now I come to my queries sir. Are we listed on any ESD dedicated platform? Name the platform. Second is we are in super abrasives, machine business and precision products. Which of these are having very high growth and high margin and will they become growth drivers for the future? So, we have two plants. What is the capacity utilisation average? Are we entitled to PLI scheme of GOI? If so, how much we have received? Next one is any effect on margin due to geopolitical disturbances. And how are we de-risking the same? Lastly but not the least future roadmap for the next five years with capex requirements for organic and inorganic growth and which vertical the board feels they will be the growth drivers. With this, I support all the resolutions. I wish my company all the best and specially I wish you sir and the entire WENDT team a very good health. Because health is wealth. With this, I thank you all for giving me this opportunity to speak. Namaskar.

Moderator- Thank you ma'am. I request our next speaker Mr. Rahul Kumar Paliwal. We

request you to kindly unmute your audio, switch on your video and proceed with your question.

Mr. Rahul Kumar Paliwal- Hope Am I audible?

Moderator- You're audible sir. Kindly proceed with your question. Thank you.

Mr. Rahul Kumar Paliwal- Thanks for the opportunity. So, we have discussed about, you know, emerging sectors, opportunities like an electric vehicle, 3D printing, aerospace and in the power like solar, nuclear, wind, gas and in fact in medical industries. So, can you share a couple of initiatives which are underway and how does this company, you know, try to leverage this innovation to create value for shareholders? So, anything which is in the pipeline or in the advanced stage in these areas because I think you got aerospace certification as well. So that's question number one. Any planned capital expenditure for upcoming fiscal years specifically into this investment into this new technologies, manufacturing enhancement and product development initiative for next 3 to 5 years' growth trajectory. That's the question number two. And we are cash rich balance sheet. So, considering the same areas, do we have planned to buy any companies or startup or invest into certain kind of JV or already underway or pipe, you know, in upcoming. So, can you share about it? Considering the quarter one results and the trend, the margins are in range of 16% to 26%. So, what's the reason for such large variations? So how you going to address this margin like and can we make it close to a stable margin and or maybe higher based on how we scale up the operations? And then in your presentation you shown confidence to growth to kick in coming quarters. Considering the order book, can you share about updated order book and any anywhere where you see the confidence of growth? And my last question is about the PLI, the manufacturing noise or buzz which is getting created in the newspapers pin papers is translating into the real numbers or the opportunities or how is it going for you PAN India? So that's. These are the few questions to address. Thank you so much for the opportunity and all the best.

Moderator- Thank you. Mr. Paliwal, I request our next speaker, Mr. G R Balaji, to kindly unmute your audio, switch on your video and proceed with your question.

Mr. G R Balaji- Am I audible?

Moderator- You're audible Sir, kindly proceed.

Mr. G R Balaji- Thanks for taking time to run through the presentation. I think it's a good practice. I have seven question. One, I would like to know where our organisation is hiring currently. Is there any particular department or a new vertical where the hiring is higher? Second, would like to understand any industry First initiative we have taken either in product, process or people, maybe a couple of examples will help us to understand the company better. Third, a new capability has been added last financial year. Fourth, machine segment which has done very well consideration what is the goal post in the medium term? Maybe at three to four years point of view. Fifth, what is our growth ambition in the medium term? When I looked at our numbers, we crossed approximately in 2013 year crossed 200 crores in 2023 so I think can we double our revenue in next four to five years given the activity around capex production, PLI, so on, so far, is what I would like to understand from the management. How do we think about total shareholder return in terms of is it incentivised to attend the same? And finally, congratulations to Ninad. Wish you good luck sir, to take it forward. Thank you.

Moderator- Thank you. Mr. Balaji. I request our next speaker, Mr. Aspi Bamanshaw Bhesania to kindly unmute your audio, switch on your video and proceed with your question. No response received. Now I request the representative from SBI Contra fund to proceed with your question. Thank you.

SBI Contra fund- Am I audible?

Moderator- You are audible. Kindly proceed with your question. Thank you.

SBI Contra fund- Just a couple of questions and thank you for the opportunity. Could you just help us understand the reason for decline in the exports for the super abrasive? That's question number one. Question number two is we have seen a slowdown in the growth, especially in the domestic side for the super Abrasives. Could you help us understand is that due to the market growth or is it the imports which has led to slowdown in our growth and just help us understand the prospects going forward. The last question is you highlighted about opportunities in some of the other sectors, especially on the electronic side and where you need tie ups going forward. Could you just help us understand the progress on that front? And would these be more on an organic basis through the in house, R&D efforts? Or would there be a requirement of inorganic actions to for us to complete our ambition on the electronics and some of the newer areas that you spoke about? Yeah. These are my questions. Thank you.

Moderator- Thank you. I request our next speaker, Mr. Abhishek J to kindly unmute your audio, switch on your video and proceed with your question. Mr. Abhishek, we request you to kindly proceed with your question. No response received. I request our next speaker, Mr. Sadananda Sastry, to kindly unmute your audio, switch on your video and proceed with your question. No response received. I request our next speaker, Mr. Yash Pal Chopra to kindly unmute your audio, switch on your video and proceed with your question. Mr. Yash Pal Chopra, we request you to kindly proceed with your question. So, no response received. With this we have given the opportunity to all the shareholders who have registered themselves as a speaker Sir. Over to you, chairman sir. Thank you.

Mr. Shrinivas G Shirgurkar- Thank you. Thank you very much for your intellectual questions. I think these range from operations like productivity in what we are doing and then, standard dividend related & female employees. Can I forward this to Mukesh to answer anything related to the shareholding and dividend.

Mr. Mukesh Kumar Hamirwasia- Yes sir.

Mr. Shrinivas G Shirgurkar- I hope you have noted on all the questions.

Mr. Mukesh Kumar Hamirwasia- Some of the questions on the dividend part and the bonus part. Dividend, of course, we are trying to maintain as per our dividend policy. This year, the final has been lower because as you know your company is a debt-free company and all expansion or capex is funded through the internal accruals to conserve the cash, we have some plans on the future capex. So based on that the dividend has been managed or maintained as per the internal fund requirement. Similarly, the bonus will be considered at an appropriate moment because you know your company is in the process of some investments which require funding. So, at right time the bonus will be considered. On the question of the Dividend, I think I have answered. On the carbon emission we have installed two solar plants. One has been installed 150 kVA during the Q1. Second plant is an under commissioning, by Q2 it should be over and your company as you know is a ESG compliant company and won an award also from the institute last year on the ESG

sustainability practices. So, we are focusing on renewable energy and in line of that only we are putting our investment for ESG and the renewable energy. Female employee we are of course mindful of that. If you see the BRSR report page 69 and 70, we have mentioned women employees is one in the board of directors, 15 in permanent employees and 22 in workers and your company is an equal opportunity employer. Employment is based on the merit and not on any caste, creed or any gender, though we give preference to female employees and also if you see differently abled employees, we have four in the permanent and one in the worker. So, it is an equal opportunity employer and we do not differentiate on any race, national, territorial or social origin, caste or birth. Obviously, the focus is more on now to have a diversity and a gender equality. So, Company is mindful of that and we are taking care in the recruitment policies. On the income tax case, that is something which is pending for long at the department level. The company is pursuing it and it is not a serious matter and it should get closure soon and we are in right spirit. We are pursuing that matter. On PLI scheme, we do not have any direct we do not qualify for a PLI scheme directly because of the threshold it requires, but indirectly if the PLI is there, definitely your company, the focus industry is whatever we are there indirectly. The demand coming in will give us a benefit in terms of giving our business growth. On the geopolitical roadmap, I think already CEO presentation has spoken about how our exports got impacted last year because of some slowdown and because of geopolitical issues in some of the export customers and the countries and we have plans in place to address it.

Mr. Ninad Gadgil- I think there was also a question from the SBI, so, last year the decline of exports was largely due to one geography and it came largely from the US market where we had a one off, sale in the year 22- 23 which did not repeat 23- 24. There were a couple of other imports from some of the European countries, largely because of geopolitical situation there. Quarter one of this year we have seen that our US business has again started growing. Specifically, in quarter one of this year, our US business has grown by about 13%. So, we are now seeing a recovery in the US and based on the order book that we have for Q2, we are seeing a good rebound in our force for quarter two. Also, I think there was a question related to a slowdown in super abrasives. So, this slowdown of growth is again only because the export performance in Q1, our domestic business for super abrasives has registered a double digit growth in quarter one this year. So, we are again getting growth back in super Abrasives. So, 11% or double digit growth is much higher than the domestic growth that we had seen last year of about 7%.

Mr. Mukesh Kumar Hamirwasia- On the acquisitions, any right opportunity comes, we will look for it. But any forward-looking statements we cannot give at this moment of time. Capex part also we ave plans in going forward in terms of our long-term strategy, but we cannot disclose anything for the future at this moment as far as the numbers are concerned.

Mr. Ninad Gadgil- I think there was one question on where are we hiring. So, most of our hiring is currently happening on the product development or R&D side. That's one where we are hiring. We are also continuing to hire on sales both in domestic and for international markets. I think on the new capability that we have added, I think the vitrified CBN product line is one of the biggest growth drivers for us and apart from this, we have also upgraded our electroplated facility for electro coated routes. Uday, maybe you can add to what exactly this will do for our business.

Mr. R B Uday- Yeah, so the new electroplate facility, we call it as advanced plating system. This system, what we are conventionally using is much more advanced in terms of plating probability, the deposition rate and also the concentration of the diamonds, what we can achieve and the accuracy, what we can get after the plating process. So, with this, we

expect to, you know, boost the gap which some of the international customers are having over our competition, we are having over our product.

Mr. Ninad Gadgil- I think there was a question from Madam Mascarenhas as well as Mr. Paliwal on what do we see as the growth drivers? So apart from vitrified CBN that we talked about, we also are seeing that we have solutions for the solar glass grinding, solar glass panels grinding for those. So that's another, you know, emerging area where we are seeing that we are able to get higher market share. Apart from this, our work for the semiconductor industry and for the healthcare industry, that continues to be work in progress and we are taking help from some external technology consultants for developing and enhancing our portfolio over there. So these are some of the growth drivers that we are working on for today and for the future.

Mr. Shrinivas G Shirgurkar- I think we have answered most of the points and can you go to the conclusion now? Yeah. Thank you for your questions. All our team have answered whatever very important questions that you asked which has a long-term effect. Now ladies and gentlemen, this is the concluding part of the business. Now the instapoll facility will be activated now to enable members who have not cast their votes earlier through remote E voting. This facility is available on the left-hand corner of the video conferencing screen in the form of a thumb sign. Members can click the same to take them to the Insta poll page and vote.

Mr. R. Sridharan, scrutinizer will submit a report to the company after consolidating the remote E voting and voting at the AGM. As there is no other business to be transacted, I declare the meeting as closed. I thank all the shareholders for connecting with us today. I also thank Kfin team for facilitating the video conferencing which enabled connection with our shareholders across the world and other service providers for ensuring seamless conduct of the business. Thank you. Thank you very much.