

**74th AGM Transcript
Kokuyo Camlin Limited**

DATE : TUESDAY, 31ST AUGUST, 2021

TIME : 11:00 A.M.

VENUE : Via Video Conferencing / Other Audio-Visual Means

This transcript contains minor modifications from the original for accuracy or clarification, none of which change the substance of the original.

Chairman : Good morning ladies & gentlemen,

On behalf of the Board of Directors, I Dilip Dandekar, Chairman and Executive Director of Kokuyo Camlin Limited extend a cordial welcome to you at the 74th Annual General Meeting ("AGM") of your Company.

I have been informed by the Company Secretary that 35 Members & 7 speakers are present. The necessary records are kept available for the inspection by the members.

As per the requirements of Companies Act, 2013, sufficient quorum is present and I thereby declare that the meeting has been properly convened and duly constituted.

It is my pleasure to now introduce you to all the Board Members and senior management present with us today. Joining from Mumbai:

- Mr. Shishir Desai, Independent Director, Chairman of Audit / Remuneration & Nomination / Stakeholders Relationship Committee
- Ms. Nandini Chopra, Independent Director, Chairperson of CSR Committee
- Mr. Shriram Dandekar, Vice Chairman and Executive Director
- Mr. Satish Veerappa, Chief Executive Officer
- Mr. Chetan Badal, Chief Financial Officer and
- Mr. Ravindra Damle, Company Secretary.

We have other Directors of the Board joining from Japan:

- Mr. Takuya Morikawa, Senior Vice Chairman
- Mr. V Sriram, Mr. Yasuyuki Kanebako, Independent Directors and
- Mr. Nobuchika Doi, Non-Executive Director

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We also have with us Mr. Koji Higashiguchi from Japan who has been recently appointed as Additional Non-Executive Director with effect from tomorrow i.e. 1st September, 2021.

In addition, we also have Mr. Vjay Mathur and Mr. Berjis Pardiwala, Partners of BSR & Co. LLP, Statutory Auditors and Mr. Jayant Ranade from JHR & Associates, Secretarial Auditor and also the Scrutinizer for this meeting.

Before proceeding to the business as per the Agenda of the meeting, I request you to take note of the postal ballot results as announced by the Company on 29th December, 2020 and 26th March, 2021. The same was intimated to the Stock Exchanges, put up on the Notice Board at the Registered Office and on the website of the Company. Members are requested to refer page no. 46 to 47 of Annual Report 2020-2021. Kindly take note of the same.

It gives me great pleasure to welcome you all on 74th Annual General Meeting of Kokuyo Camlin Limited.

This will be our second digital virtual annual general meeting as the continued impact of the Covid-19 pandemic necessitates adoption of safety precautions to arrest its spread. I sincerely hope that our next annual general meeting will be in-person where we can physically see each other. I hope that all of you, your families and all your loved ones are staying safe and healthy. We are all coping well with this pandemic and doing our best to ensure that we stay safe in what can only be described as the worst crisis of our times. I am filled with grief and compassion as we saw several of our family, friends and acquaintances struggle with this evolving virus. My heartfelt condolences to everyone who had a bereavement within the family or friends during this period.

The Annual Report for the year has already been circulated. The Directors Report and the Management Discussion and Analysis vividly covers the impact of Covid- 19 on the company and how your Company is resiliently responding to the new normal.

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Fiscal year 20-21 has been amongst the most challenging to-date, with Covid-19 creating a crisis of unprecedented scale and impact across the world. The swiftness and intensity of the pandemic as well as its multiple waves overwhelmed health systems, devastated lives, and livelihoods. Notwithstanding the huge spends on covid relief packages, the Union Government kept investing in various infrastructure projects and schemes envisaged in the Union Budget for FY 20-21 and it is expected that the planned investments outlined in the FY 22 budget will also continue. This can create employment as well as income generation that can boost consumption especially in the rural economy once the lockdown is eased further in the coming months.

During the year the Company reported Sales degrowth of 38.24% over the corresponding period of the previous year resulting in a Loss after tax for FY 2020-21 of Rs 1461.84 Lakhs in comparison with a Profit after tax of Rs 435.62 Lakhs. This was mainly due to pandemic. Schools have not yet opened and demand from commercial establishments too are not picking up despite unlocking process in most parts of the country. But despite the challenging circumstances and severe business interruptions the company could sustain the shocks through prudent working capital management, Cost reduction measures and strict control on borrowings & cash flows.

The silver lining is that following a bountiful monsoon in FY 21, the monsoon during FY 22 is also expected to be normal. However, with the emergence of newer and newer strains, there does exist a fair probability of conditions remaining uncertain over a longer duration as the pandemic is yet to abate, both globally and locally. We are meeting at a time when the second wave of the Covid pandemic is fast receding.

As we entered a second year of business operations under the constraints & restrictions of pandemic-related protocols, we continued to maximize our digital effort in critical areas such as sales, marketing, and HR, to minimise business disruption. While you have known your company to be agile and resilient, we were quick to understand the gravity of the pandemic and reduce costs without compromising on long term goals. The

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pandemic saw us working with renewed vigor to further our relentless focus on cost enhancing manufacturing and operational efficiencies across the organization.

We at Kokuyo Camlin are ensuring the safety and wellbeing of everyone in our family. Our priority has been to vaccinate our employees at the earliest and we have been holding various vaccination drives. I am happy to report that at present, more than 83% of our employees are vaccinated across the organization with at least one shot of the Vaccine.

As you know, during the second wave, as covid cases surged, India faced an acute shortage of oxygen. We at Kokuyo Camlin swung into action on a war footing to convert our existing Nitrogen generation plant into Oxygen generation plant. The Tarapur factory team handed over this plant to TIMA hospital. The capacity generation of this plant is sufficient for about 20 patients at a time for continuous Oxygen supply.

Also, during the pandemic the company's HR department formed a war room to extend help to all the KCL Employees and their family who were affected by the infection. The team extended help to all the KCL employees to reduce their anxiety and provide a helping hand to their families in these dire times by supporting them for finding hospital beds, procuring specific medicines needed for treatment and arranging for ambulance services.

Even now, as we come out of the much worse second wave, we are confident of business stability, growth, and the well-being of all our people. We expect the situation will start to improve in the second half of FY22. With the good monsoon season being witnessed, I expect economic activity to improve progressively from now on. I would like to inform you about a change in the Board of Kokuyo Camlin Limited from tomorrow i.e. 1st September 2021. Mr. Takuya Morikawa has expressed his desire to retire from the Board from 1st September 2021. It is my duty to place on record our sincerest thanks to Morikawa san. He had joined our Board in October 2011 when Kokuyo had acquired a majority stake in erstwhile Camlin Limited. He had played a major role in this Joint Venture and acted as a representative of the Parent Company. On behalf of the entire Board and the

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shareholders, I would like to thank him from the bottom of all our hearts for his guidance and advice for nearly a decade.

I am delighted to welcome Mr. Koji Higashiguchi who will be joining the Board of Directors as Non-Executive Director of your Company from 1st September 2021. His knowledge and experience will further strengthen the Board and its impact on your Company.

As you know that I have been on the Board of the company as Chairman and Whole time Director since 2002 and have been associated with the Company for over 50 years. I have now decided to step down as a Whole time director from tomorrow and continue as a Non-Executive Chairman of the company. I have been associated with Indian Merchants' Chamber as Past President, FICCI as National Executive Committee Member, and International Chambers of Commerce (ICC) World Chambers Federation as Representative for India and also representing as Honorary Consul of Mongolia in the State of Maharashtra. These positions have immensely helped the Company while interacting with various bodies and benefited in building the image of the Company. The Board had appreciated the contribution of the Chairman to these industry bodies and the benefits which have accrued to both the Company and the industry as a whole and continue as a Non- Executive Chairman of the Company. I take this opportunity to thank all my colleagues on the Board for their continued support and guidance. I would also like to express my sincere appreciation for 'Kokuyo Co. Ltd.' for their continued co-operation and efforts. I take this opportunity to express our gratitude to various officials of State and Central Government departments, our bankers Mizuho Bank, MUFG Ltd and Sumitomo Mitsui Banking Corporation for their ongoing support and assistance. We remain indebted to all our stakeholders, employees' customers, consultants, contractors and vendors for their continued trust and faith in the Company.

Thank You.

Before we take the formal agenda, Morikawa san who will be stepping down as a member of the Board from tomorrow has expressed his feeling to address the

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shareholders. I would request Morikawa San to share his views.

Mr. Takuya Morikawa : (This is the translation of Japanese language to Hindi language by Mr. Niyanta Deshpande, Translator which is further translated in English for record purpose)
(addressing in Japanese language)

Greetings to all the Shareholders of Kokuyo Camlin Ltd. I welcome you all in this Annual General meeting. I, Takuya Morikawa from Kokuyo Japan wish to share with you something. From the Joint Venture between Kokuyo Company Ltd. and Camlin Ltd till date, I have been helping Kokuyo Camlin in the capacity of representative of Kokuyo Japan. I have been attending the Annual General meeting of Kokuyo Camlin since past ten years.

The industry situation around Kokuyo Camlin in last 10 years have changed. I thank all the shareholders from the bottom of my heart, who have supported us throughout this phase, even though we could not meet their expectations. Thank you very much. From the conclusion of this Annual General meeting, I will not be the part of Kokuyo Camlin Board. However, I hope that management under the able leadership of Mr. Satish Veerappa, CEO will take Kokuyo Camlin to new and greater heights. Going forward, I request similar love and support from all the shareholders. I thank you for your kind support for last 10 years. Thank you very much.

Chairman : Thank you very much Morikawa San for your kind words. Though we will be missing you but I am sure that you will visit India whenever there is an opportunity. So, we look forward to seeing you and meeting the shareholders in future.

This 74th AGM is being conducted in the manner laid down in the circulars issued by the Ministry of Corporate Affairs, applicable provisions of the Companies Act and SEBI Listing Regulations prescribing the procedures and manner of conducting general meetings through VC/OAVM. The proceedings of this meeting are being web-casted live for all the shareholders as per the details provided in the Notice to the Annual General Meeting. The proceedings of this meeting are being recorded for compliance purposes.

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The Notice convening this 74th AGM alongwith the Annual Report for the year ended March 31, 2021 along with the Directors' Report and the Audited Financial Statements of the Company have been circulated to you. The Audit Report issued by the Statutory Auditors on the audited financial statements does not contain any qualification. I now request your kind permission to take these documents as read.

The requirements of sending physical copy of the Notice of the 74th AGM and the Annual Report for the year ended 31st March, 2021 to the Members have been dispensed with pursuant to the circular dated April 13, 2020 issued by the Ministry of Corporate Affairs.

As you are aware, the Company has provided to all the shareholders, the facility of e-voting and the e-voting was open between 28th August, 2021 to 30th August, 2021. Mr. Jayant Ranade, Practicing Company Secretary of M/s. JHR & Associates has been appointed as Scrutinizer to carry out the entire exercise of e-voting.

The Company is providing the facility to cast the votes electronically for those shareholders who could not exercise their votes during the e-voting period. As per the provisions of the Companies Act, 2013, there will be no show of hands for the proposed resolutions.

We would now move on to the resolutions set out in the Notice of the 74th AGM and then take questions from the shareholders who have registered themselves as speakers during the registration period kept open by the Company. I will just read all the resolutions and then we will take up the further proceedings.

ORDINARY BUSINESS:

ORDINARY RESOLUTION NO : 1

To receive, consider and adopt the audited financial statements for the financial year ended 31st March, 2021 and the Reports of the Directors and Auditors thereon.

ORDINARY RESOLUTION NO : 2

To appoint a Director in place of Mr. Nobuchika Doi (DIN: 03599835), who retires by rotation and being eligible offers himself for re-appointment.

Now, I request the Company Secretary to share few guidelines for Question and answer session. Mr. Ravindra Damle, please address.

Mr. Ravindra Damle : Thank you Chairman. We have 7 registered shareholder speakers out of which 6 are attending the meeting today. I will be reading out few guidelines so that we can do this whole process of question and answers very smoothly. The question answer session will be anchored by me and I will call the pre-registered shareholder one by one. Members are requested to unmute their microphone before speaking and also enable webcam, if they wish to appear on a video. Members are also requested to mention their name and introduce themselves before raising their questions. Members are requested to restrict their questions to 3 minutes so that all the speakers may get an opportunity to share their views. It may be noted that the Company reserves the right to limit the number of members asking questions depending on the availability of time for the AGM.

I am now commencing the question answer session. I will take the name of the first shareholder. After the first shareholder completes his question, I will read the name of the second shareholder who will come on screen, I once again request all the shareholders to be very precise with the questions and observations and avoid duplications in questions and observations already made. Answers to the queries raised by the shareholders will be provided once all the speaker shareholders have spoken.

Let's start with the question answer session.

Chairman : Ravi, also just mentioned that finance related questions will be answered by CFO and business related questions will be answered by CEO.

Mr. Ravindra Damle : Okay Sir. I am calling speaker no. 1, Ms. Lekha Shah.

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Ms. Lekha Shah : Good morning all of you, I am Lekha Shah from Mumbai. First of all I am very much thankful to our Company Secretary Ravindra ji for sending me the AGM notice well in time. I don't have much to ask. I am very old shareholder. I support all the resolutions. Thank you Sir.

Mr. Ravindra Damle : Thank you. Now I request Mr. Yusuf Rangwala, speaker no. 2 to ask the question.

Mr. Yusuf Rangwala : Good morning Sir. I am from Mumbai. I am very happy to see our Company Secretary Ravindraji and wish him all the best for his retired life. The new Company Secretary has my full support. Sir, this is 74th year. Next year is 75th year. I request you to allow me to visit you and have a small get together.

Chairman : Mr. Rangwala, I have already mentioned that we are looking forward to have a physical meeting. And if the situation improves, I am very confident that next year we will be able to see each other and we will have a good interaction.

Mr. Yusuf Rangwala : Definitely Sir. Thank you very much. I support all the resolutions.

Chairman : Thank you very much.

Mr. Ravindra Damle : Thank you Mr. Rangwala. I now invite Mr. Parimal Mithani. Mr. Mithani you can speak.

Mr. Parimal Mithani : Thank you for the opportunity Sir. I am old shareholder of your Company and I have personally met you all in the AGM previously. I have couple of questions. First, you are trying to install solar plant at your Patalganga plant and you have close to around 500 kw. I would like to know what is the cost of it? Secondly, in terms of power poles, in the annual report you have mentioned that you have to install in order to have uninterrupted power supply, electric poles from the BCL power station to patalganga plant. What was the cost because if I understand correctly, when we bought this piece of land for expansion, we are of opinion that we would have 24x7 power supply to our plant and what was the reason that we have do this step as a late gate after a period of 7 years? Secondly Sir, what is the current capex that we do every year averaging for Patalganga plant? What is the capacity utilization of Patalganga plant pre-Covid & post-Covid as of today? And Sir, just a few observations that I have, it has been more than 7 years and we had

some commitments in terms of pitching a topline and a profitable growth. I think we have not been able to achieve except the last year being Covid so, I am not going to say as it was a difficult phase for all the companies in the sector. I would like to know your views, how has the Covid helped us as we are the part of organized chain and lot of unorganized players have been affected in this. We have head start in terms of going ahead. Secondly, in terms of your distribution plan, if I am not mistaken, we are way ahead in terms of very good distribution in offline and since we are partner with Kokuyo Co., Japan, the online strategy could have been much earlier but what is the way going ahead in terms of how we are trying to engage it? Most of the schools have shifted to digital and how we are trying to influence our sale, if there is any strategic way going ahead in terms of that. If I see last year's Balance Sheet, we had to borrow close to 118 Cr. and we have reduced debt by 40% this year. What was the reason for high borrowing and if I am not mistaken, the management was very cautious in terms of debt in the Balance sheet. We have been paying almost 8-9 Cr. as interest since last two years. What is the way ahead and what is the required debt that management wants? I would like to appreciate the efforts that you have taken for converting the Nitrogen plant into Oxygen plant for the people who have suffered. Congratulations to the team who has done that. Sir, our employee workforce is close to about 1061 with a turnover of almost 430 Cr. Is there any thought in terms of what is the ideal manpower requirement? I am not saying this year but at some future date because one of the main advantage of Patalganga plant was cost rationalization, moving to the bigger plants, getting appreciation in place. With GST also coming into the play, we saw that we are not somehow seeing fructification in terms of what we are doing ahead. I have certain finance related questions. On other expense part, there is a miscellaneous expense of close to 10 Cr. Vs. 16 Cr. Last year. What are these other expenses because I could not get footnotes to it in the Annual report, if you can explain that? Secondly, If I see over a period of last 10 years, cash receivable cycle is almost deteriorated. From earlier 17 to 16 days, it has almost gone. I am talking all these numbers pre-covid. It is not been upto the mark. I would like to know what are the reasons for it. And how we are trying to address it

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and what is the way going ahead. Thanks for the opportunity and I wish all of you are safe and healthy.

Chairman : Ravi, I suggest that the business related questions, will request Satish San, CEO to answer and finance related questions, CFO will answer. So, first start with Satish San.

Mr. Parimal Mithani : Sir, I have one request. If you can have a semi-annual conference call. I think most of the SMEs which are listed on the BSE, they have at least conference call once six monthly or quarterly. I suggest a Company like Kokuyo, we can do justice to serious shareholders who have been with the Company since last 10 years. So, at least have one semi-annual conference call. It gives a better picture compared to waiting for AGM and we get answers from management.

Chairman : Right. Will definitely take your suggestion into consideration.

Mr. Ravindra Damle : Thank you Mr. Mithani. I invite Mr. Shlok Dave.

Mr. Shlok Dave : Thank you very much for the opportunity. It's lovely to see all of you. Sir, one request that I have is next year if you are going to hold a physical meeting, just don't keep it physical only. Because during monsoons, I reside in Bombay, it becomes very very difficult to travel. Sometimes Companies tend to do bunch up AGMs in September or late August and there are multiple AGMs on the same day. It is impossible for us to attend all the AGMs. So, just as a request and it will be good for all the shareholders, keep a parallel online AGM. I would really appreciate it. Sir, I had the pleasure of meeting Company representative some 10 years back. I was a part of US based hedge fund and I met the management and at that time it was very promising story and I remember you guys having 20-25% ROE, my memory may be failing me here, but around 20-25% ROE and fairly healthy margins. But over the last 10 years, I have seen that the performance has not been up to the mark. Given the kind of brand equity that you have, I remember using camlin products when I was a kid and even in engineering colleges, you were the best brand. At least in my generation, you were the best brand. But that has not translated into revenue growth or

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profitability. So, what's the reason for that? And what is the turnaround plan now? Because every financial metric has deteriorated for the Company. And the sales growth is not matching even with associated industry something like Paper. Paper sales in writing and printing has outpaced your sales. So, what exactly has gone wrong and what are you doing to fix it? Second Sir, Commodity prices have moved up across the Board during the last 6-7 months. How is that impacting our business? Once there is full reopen of all the offices and schools, how are you going to manage the supply chain re-population? How will you re-populate your products in the supply chain? What is the channel inventory as of now? How will you manage this increased commodity prices? Can you hike prices for example? It's kind of a feedback but one feedback that I get from lot of camlin product users is that the quality has deteriorated. This is a feedback that I got from friend of mine who has send a message to share when I told him that I'll be attending the AGM. He asked me to tell you guys that now camlin is no longer the best quality product in the market. So, how are you viewing that? Is that the feedback you are also getting or it is just too small a sample size that I am getting which is showing quality concerns. So that is another question. Next question is, are there any new products or new pricing strategy in the process of implementing? Are you introducing anything new, unique? Are you changing your pricing strategy in any way, if you can develop on upon that? Finally, the market has huge potential to show but how much of that can be tapped to normalize post Corona. How big can this Company become? There must be a target addressable market. Have you done any such study that what is the peak potential your Company can achieve over the period of time and what are the timelines for any changes that you are bringing in? When do you see these things impacting P&L and how with all of this, the potential Company will translate into bottom line? These are my question Sir. Thank you very much and thank you very much to the Directors from Japan for attending. It was nice to see them as well. I hope everyone stay safe over the next one year. Thank you very much for the opportunity.

Chairman : Thank you. Ravi, Who's the next?

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Mr. Ravindra Damle : I will call upon Mr. Anuj Sharma

Mr. Anuj Sharma : Thank you for this opportunity. Sir, I have sent in my list of questions. Should the management want, I'll repeat them.

Mr. Ravindra Damle : No. We have received it and we will be answering it at the end of the question answer session.

Mr. Anuj Sharma : Okay. Then I have one request. I please request you not to club them. Because this is the only opportunity for us to really understand the management's thought process. Hence, I please request to answer them point by point. I'll really appreciate your gesture. Thank you so much.

Mr. Ravindra Damle : Thank you Mr. Anuj. We have finished with the question answer session. Now, I request the Chairman to respond.

Chairman : As I suggested, Satish San will answer business related questions and then CFO will answer finance related questions.

Mr. Satish Veerappa : Good morning everyone. So, I have just noted all the questions that have been asked over the last 10-15 minutes. So, I am clubbing a few and tell the ones that I am clubbing so that it becomes easy to understand the response to those questions. There was a question on profitable growth and whether during the course of the pandemic, has there been any adverse impact on the unorganized sector and whether the organized sector is poised to grow in the coming years? The other question was that return on equity are slipping below the mark and there seems to be some concerns on our ability to generate right kind of returns for this business and the question on brand equity and is the brand equity still leverageable or has started to stagnate? Also, there were questions on what kind of unique products and what direction are we taking in terms of innovation and pricing. A very large question in terms of how big the Company can become in the near future and what is the peak potential of the organization. So, I just club all of these and I'll respond from a framework of what's the strategic direction that the organization is currently pursuing. We have fundamentally pivoted around the notion that we will be focusing around the growth which is sustainable and we will be focusing on the growth which is profitable for the organization which means that

there will be very careful review of our portfolio and if one looks at our portfolio very closely, there are certain businesses which generate very decent profitability for our business. There are certain businesses where profitability has been under stress. And there are some new businesses which we call as a growth businesses, where our initial profitability looks little compromised but these are the ones which we need to continuously work upon to grow the topline of the organization. We will be organizing our portfolio in such a way that at the end of the day, the growth is not just sustainable, it is something that keeps adding back to the bottom line of the organization. You have seen some of that in the pandemic. Not too much to showcase at this point in time but fundamentally this is the perspective that the organization is going to take as we go along. Are we going to look at any big bets, are we looking beyond anything that we have today, these are all going to be evaluated basis its fitment to the strategy, basis our ability to find appropriate strategy to win in the nature of the business segment that we would choose to enter. So, this is the fundamental direction in which we are going to continue to run the business.

On unorganized Vs organized, there are some sectors within the industry which have been badly impacted. I can definitely see that happening in the notebook business where lot of unorganized players are there and lot of them are obviously struggling with working capital as we see. And there are other segments like geometry box segment where we have lot of unorganized play but if you look at other businesses, most of them, the play is more branded. Hence, we will see a differential impact of this little play between unorganized and organized and wherever there is a migration happening, we are well poised to capture that, given the nature of distribution reach. There was also a question on how the Company's distribution channel is getting reshaped given the impact of the pandemic and the surge that we have seen online in recent years. Just to bring you some data, pre-pandemic online sales contribution used to hover at about 1% which was about 4-4.5 Cr. per year. During the course of the pandemic, that business has grown actually fourfold. Primarily through all the rented platforms which is Amazon, Flipkart and we are continuing to build those association with other platforms. From 1% contribution online today has gone

up to about 5%. There are other efforts that the Company is making to make sure that our online presence becomes more contemporary and modern and I think becomes more engaging for all our stakeholders and primarily the consumers, the one who has to be at the forefront of that website experience. So, you will see a lot of work that will happen. I think this has been more visible and you will be able to see it on your own over the next 6-8 months. That's one thing that we are trying to do to see how the equity of the Brand can be modernized. Parallely there are other initiatives on the brand in terms of how the Brand can be made more appealing to the younger generations today. So that work is on. You will also start seeing some of those outcomes in the next 6-8 months. In summary, I would like to say that lot of actions in the pipeline, lot of them which are just waiting to be executed and I think we are just waiting to get the timings sorted out so that we hit the market at the right time and not necessarily get stuck in some of these pandemic related closures that we keep experiencing. So, this is what I would like to say and just a quick remark on some of the initiatives that we have been doing in Patalganga. Our primary initiative there has been set around, how we increase the mix of renewable energy in our total consumption and trying to be more responsible towards local community. So I think happy to state that the solar panel or the solar energy contributes to almost 25-30% of our power consumption every month and this is completely on a lease model. This is being done with a certain build operate transfer kind of a model with some of the renowned players in the solar space and this is an effort which we are going to continue to expand to some of our other plants as we go along. That's a quick remark on Patalganga. I'll stop here. Chetan, can you answer finance related questions?

Mr. Chetan Badal : Yes. Hello everyone. I'll answer the financial questions. There was one question on what was the investment made for electrical poles for express feeder. We had invested around Rs. 1 Crore towards electric feeder and required site development. What was the capex? In the last year the capex was around Rs. 5 Cr. for the entire year. What is the capacity utilization in the factories? During the pandemic there was a lockdown, hence, the capacity utilization had come down drastically. But as of now, the labour working in factories are around 75% of what it was pre-pandemic. What is the composition of

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online to the total business? It was around 1% pre-pandemic. Now it is close to about 4.5% in the last 15 months. Why has the debt reduced? The debt has largely reduced because of very efficient working capital management. The total reduction in debt during the year was around Rs. 47 Crores. There was one question by Anuj, whether this is temporary or permanent. We have done some investments. We have implemented an IT tool to rationalize our inventory levels and that has drastically reduced our inventory over the last 15 months. To that extent we see this benefit to continue for the longer term. What is the break-up of other miscellaneous expenses, is one of the questions by Mr. Parimal. Miscellaneous expenses largely contains establishment maintenance which is about Rs. 3 Cr. and professional fees which is also around Rs. 3 Cr. Other expenses such as Telephone, Communication, Postage, Directors meeting fees, printing & stationery are included in miscellaneous expenses. Most of these expenses are individually less than about Rs. 20 Lakhs annually and the sum total of which adds up to Rs. 10 Cr. Then I'll answer the questions given by Mr. Anuj Sharma, What is the revenue break-up between notebooks, markers, pencils and pen. Notebooks was around Rs. 57.66 Cr. last year. Markers is Rs. 86 Cr. Pen and Pencils is about Rs. 24 Cr. and Scholastics, fine art & hobby is about Rs. 195 Cr. The second question was about working capital which I have already answered. What is the break-up of online Vs offline, I have already answered that. What is the turnover possible with the existing gross block? With the current gross block, we can manage our growth for the next 3-5 years. Which are the owned and leased properties? Owned plants that we have are Patalganga, Tarapur, Samba, Taloja and Jammu. These are the five factories which are owned by the Company. These are MIDC properties taken on long term leases. Then which are the hired premises? We have one in Miraj which is the hired premise and the total book value of these factories is around Rs. 160 Cr. What is the EPS of the Company? EPS is -1.46. Since we have a loss it will not be possible to calculate the PE. So, these are all the financial questions which were asked.

Chairman : Ravi, any particular question which is unanswered, you would like to point out?

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Mr. Ravindra Damle : All the questions have been answered. There was one question from the speaker who is not present today but it has been answered by the CFO. If anything is there, we will definitely have communication on email with the shareholder regarding unanswered question. So, the question answer session is over.

Chairman : Now, since the question answer session is over, I request the shareholders to cast their vote on all the resolutions set out in the AGM Notice. Those shareholders who have already voted through e-voting will not be eligible to vote again in the meeting but can only participate in the business of the meeting.

After all the shareholders have cast their vote, the Scrutinizer will go through all the votes cast by the shareholders and the combined result of the remote e-voting and voting at the AGM will be announced on or before 2nd September, 2021. The voting result will also be forwarded to the stock exchanges and made available on the website of the Company.

Mr. Ravindra Damle : As a member, I propose a vote of thanks to the Chair for conducting this Meeting.

Chairman : As business of the Meeting is over, I formally declare the Meeting as concluded.

Thank you very much for your presence and support.