

**TRANSCRIPT OF THE 13<sup>TH</sup> ANNUAL GENERAL MEETING OF RETINA PAINTS LIMITED HELD ON FRIDAY, THE 29<sup>TH</sup> SEPTEMBER, 2023, AT 10.00 A.M. THROUGH VIDEO CONFERENCE OR OTHER AUDIO-VISUAL MEANS**

**SHRI. KARTHIK – CDSL**

We are on live and you can start your proceedings.

**SHRI. KRISHNAMCHARI RAMU – COMPANY SECRETARY AND COMPLIANCE OFFICER OF THE COMPANY**

Good morning, everyone.

Welcome to the 13<sup>th</sup> Annual General Meeting.

The first agenda of the meeting is election of chairman.

As all the directors are present here, I think we elect Shri. Rakesh Dommati as the Chairman.

I propose him as a chairman.

**SESHAN – SHAREHOLDER**

I second him as a chairman.

**SHRI. KRISHNAMCHARI RAMU – COMPANY SECRETARY AND COMPLIANCE OFFICER OF THE COMPANY**

The chairman is elected.

Now I request the chairman to deliver his welcome address to the shareholders.

**SHRI. RAKESH DOMMATI – CHAIRMAN OF THE MEETING AND MANAGING DIRECTOR OF THE COMPANY**

**Dear Members,**

**Good morning!!!**

It gives me great pleasure, in extending a warm welcome to all of you to the 13<sup>th</sup> Annual General Meeting of your company and the first after your company got listed in the BSE SME Platform.

The public issue of 37,00,000 shares offered by the company, in April 2023, to be listed with the BSE SME platform, had attracted, over whelming response from the investor fraternity resulting in the issue oversubscribed by more than 8 times.

I, on behalf of all the Board of Directors, and my own behalf, thank all the shareholders for the confidence reposed in the Company.

### **INDIAN ECONOMY:**

During the Financial Year 2022 – 23, Indian economy was also subject to the inflationary pressures witnessed across the globe. However, the Indian economy demonstrated resilience amid geopolitical tensions and high inflation-induced global economic headwind and registered a growth of 7.2 % in FY 23 according to the final estimates of the National Statistical Office (NSO).

### **SECTORAL PERFORMANCE:**

The Indian paint industry is undergoing, a gradual transition, in consumer preferences, from conventional whitewashing methods to a preference for high-quality paints such as, emulsions and enamel paints. This shift in consumer choice, serves as the fundamental catalyst and augurs well for the growth of the industry.

The industry, which was valued around Rs. 62,000 Crores in the Financial Year 2023, is expected to grow and reach the market size in excess of Rs. 1 lakh Crore by the Financial Year 2028 thus registering double digit growth year on year.

### **OPPORTUNITIES**

The Government's focus on initiatives, like 'Smart Cities', and the 'Housing for All' scheme, which aim to boost manufacturing and infrastructure while providing affordable housing could significantly increase the demand for paints and coatings.

### **CHALLENGES**

The price and accessibility of essential raw materials such as, titanium dioxide, pigments, resins, and solvents, predominantly reliant on imports, are susceptible to volatility caused by global economic dynamics, trade policies, and geopolitical events. These fluctuations have the potential to exert a substantial influence on the cost framework and profitability of paint companies.

## **PERFORMANCE OF YOUR COMPANY**

During the Financial Year 2022 – 23, revenue from operations, for the first time crossed Rs. 10 Crores, registering a growth in excess of 50%, over the previous Financial Year 2021 - 22.

Profit After Tax (PAT) of the Company, during the year under review, stood at Rs. 30 Lakhs, registering a growth in excess of 90%, over the previous Financial Year 2021 - 22.

Due to operational efficiencies, the company could register better margins during the Financial Year 2022 – 23.

During the first five months of the current financial year, the company could achieve a top line of Rs. 5.60 Crores, despite the fact that out of the five months, three months are monsoon months. The improvement in topline is primarily due to enlarging the marketing team and the network of dealers.

In the remaining months of the financial year, the company is confident of performing much better, due to improvements in production facilities, expansion of marketing team and availability of working capital through the public issue proceeds.

## **MARKETING INITIATIVES**

In addition to enlarging the team size of the marketing by recruiting experienced professionals from the industry, the company is also focusing on its brand building / brand awareness. One such effort is to appoint a brand ambassador for the company. On 25<sup>th</sup> June, 2023, your company had engaged Wicket Keeper Batter Shri. Kona Srikar Bharat, a member of the Indian Cricket Team, as the Brand Ambassador of the Company for a period of two years.

The Company, on July 09, 2023 conducted a Dealer's Meet and Re-Launched its products at Aalankrita Resorts, Hyderabad.

## **ACKNOWLEDGEMENT**

On behalf of the Board of Directors of your company, I would like to thank our valuable Shareholders, customers, distributors, suppliers and the employees of our organization who are the pillars of our success and are the ones who brought Retina what it is today.

Now, I request Shri. Krishnamachari Ramu, Company Secretary and Compliance Officer of the company to continue with the proceedings.

Thank you all.

**SHRI. KRISHNAMCHARI RAMU – COMPANY SECRETARY AND COMPLIANCE OFFICER OF THE COMPANY**

Thank you, sir,

Now I will introduce the Directors, Statutory Auditors, Internal Auditors and Secretarial Auditors who are participating the meeting:

Shri. Rakesh Dommati	Managing Director
Smt. Rajitha Koyyada	Whole Time Director
Smt. Chithra Ramu	Non – Executive Director
Shri. C N Srinivasan	Independent Director & Chairman of Audit Committee
Shri. Arunachalam Manikandan	Independent Director & Chairman of Nomination and Remuneration Committee
Shri. Srikanth Somepalli	Independent Director & Chairman of Stakeholders Relationship Committee.
Smt. Ramya Ramakrishnan	Chief Financial Officer
CA Muneesh of M/s. CMT & Associates, Chartered Accountants.	Statutory Auditors
CA Mohan Rao of M/s. MMRS & Co, Chartered Accountants	Internal Auditors
CS Vijayakumar of M/s. MVK & Associates, Chartered Accountants.	Secretarial Auditors

The meeting is being held through VC/ OAVM in accordance with the circulars and Guidelines issued by Ministry of Corporate Affairs (“MCA”) and Securities and Exchange Board of India (“SEBI”). In compliance with Section 108 of the Companies Act, 2013 read with Rule 20 of the Companies (Management and Administration)

Rules, 2014, Regulation 44 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and various circulars issued by the Ministry of Corporate Affairs ("MCA") from time to time the last being Circular No.10/2022 dated 28.12.2022, the Company had provided e-voting facility of Central Depository Services (India) Limited (CDSL) to the Members who were holding shares as on cut-off date i.e. September 22, 2023, to cast their votes electronically in respect of all business mentioned in the notice.

I inform the members that as per Section 108 of the Companies Act, 2013 the facility of e-voting was provided to the shareholders from 26.09.2023 to 28.09.2023 to vote on the resolutions contained in the notice.

Now I will take up the items in the agenda and proceed further. As the notice together with the Annual Report for the 13<sup>th</sup> Annual General Meeting already been circulated and it is there with you for quite some time and with the permission of the members will take the notice as read.

Now I will take the items mentioned in the notice in seriatim

- Item No. 1 - Adoption of Audited Financial Statements and the reports of the Board of Directors and Auditors thereon.
- Item No. 2 - Re-appointment of a Director liable to retire by rotation.
- Item No. 3 – Appointment of M/s. CMT & Associates, Chartered Accountants as Statutory Auditors of the Company.
- Item No. 4 - Increase the authorized share capital of the Company and consequential amendment to Memorandum of Association of the Company.

Shri. M. Vijayakumar of M/s. MVK & Associates, Practicing Company Secretary was appointed as the Scrutinizer by the Board to scrutinize the e-voting process in a fair and transparent manner.

The Statutory Auditors' Report was not required to be read as it was free from any qualification / observation or other remarks on financial transactions or matters which have any adverse effect on the functioning of the Company.

Those shareholders who have not availed the e-voting facility earlier in the window provided between 26.09.2023 to 28.09.2023 can exercise their votes now during the next 30 minutes.

The Results will be declared after considering both the Remote e-voting and Venue Voting by Members who participated in the AGM within two working days and the consolidated scrutinizer's report will be placed in the Company's website and will also be filed with the Central Depository Services Limited and BSE Limited.

### **VOTE OF THANKS**

I on behalf of the Board of Directors thank all the members of the Company for their support and the continued faith reposed in the management of the Company. I also express thanks to various Central and State Government Departments, External Professionals associated with the Company for their continued help and co-operation extended by them. Last but not the least I express my sincere thanks to all the Employees of the organization for their excellent support and commitment.

Now on behalf of the Chairman and all the other Board of Directors I declare the meeting as closed. Thank you.

### **SHRI. KARTHIK – CDSL**

With the permission of Chairman and the Company Secretary we are concluding this meeting.

Thank you all for joining.