

Transcript of the 36th Annual General Meeting of the Members of India Glycols Limited held on Thursday, 24th September, 2020 at 11.00 A.M. through Video Conferencing and Other Audio Video Means

Mr. Ankur Jain (Company Secretary):

Good Morning Dear Shareholders.

I, Ankur Jain, Company Secretary of India Glycols Limited, welcome you all to the 36th Annual General Meeting of the members of the Company, being held through video conference and other audio video means [“VC/OAVM”] facility. Before we commence AGM proceedings, I would like to inform you certain points related to today's meeting, as the same is being held for the first time through VC/OAVM. This AGM has been convened through VC/OAVM in compliance with the relevant circulars issued by the Ministry of Corporate Affairs and Securities and Exchange Board of India. The deemed venue for AGM shall be the registered office of the Company, i.e. A-1, Industrial Area, Bazpur Road, Kashipur -244713, Distt. Udham Singh Nagar, Uttarakhand. Joining to this meeting through VC/OAVM opened 15 minutes before the scheduled time of the commencement of the meeting, i.e. 11.00 A.M. and is available on first come first served basis. Members are encouraged to join the meeting through laptops and headphones for a better experience and use internet with a good speed to avoid any disturbance during the meeting. Participants connected from mobile devices or tablets or through their laptops connecting via a mobile hotspot may experience audio-video loss due to fluctuation in their respective network. It is therefore recommended to use a stable Wi-Fi or LAN connection to mitigate any kind of aforesaid glitches. Further, to avoid any disturbance arising from background noise and for smooth and seamless conduct of the AGM, all members who have joined or will join this meeting are by default placed on mute by the host. Once the Q&A session starts, the moderator will facilitate the session and call the name of the pre-registered speaker members and unmute them one by one, to enable them to speak during the session. In case the speaker member is not able to join through VC mode, he/she can use the audio mode. To minimize any noise in the background, ensure that Wi-Fi is not connected to any other device and no other application in the background is running. In case of any connectivity issue at the end of the speaker member, next speaker member will be asked to speak, and the former speaker member will be given one more opportunity, once all registered speaker members have completed their turn. In the interest of time and for the benefit of other members, we make a humble request to speaker members to limit their speech up to 3 minutes. Members attending this meeting as non-speakers may also express their views and raise questions, if any, in the chat box facility provided through NSDL platform. The same shall be responded suitably by the Company post conclusion of the meeting separately. Members participating through VC/OAVM facility, shall be counted for the purpose of reckoning the quorum, under Section 103 of the Companies Act and relevant circulars issued by Ministry. Members are requested to refer to the instructions provided in the notice of AGM for seamless participation in AGM through VC and e-voting during the AGM. In case members face any difficulty, they may reach out on the helpline numbers of NSDL provided in the notice of AGM. Now, while confirming the presence of requisite quorum for the AGM based on the members already joined in, I handover the proceedings of AGM to our respected Chairman Shri. U.S. Bhartia. Over to Chairman Sir, please.

Shri U.S. Bhartia (Chairman and Managing Director):

Dear Shareholders, on behalf of the Board of Directors, it gives me immense pleasure to welcome you all at the 36th AGM of your Company. I hope and wish that each of you and your family members are healthy

and safe during this unprecedented time of ongoing Covid-19. In the midst of Covid-19, this AGM has been convened through VC in compliance with the relevant circulars and guidelines of MCA and other applicable laws. As this meeting is being held through virtual mode, I would request all of us to be little patient for everyone's benefit and make this AGM a successful event. Having said that, I hope to meet you and interact with you all in-person at the next AGM. As the requisite quorum is present, I call the meeting to order.

Firstly, I would like to introduce the board members who have joined the AGM through the video conference:

Shri Pradip Kumar Khaitan - Independent Director and the Chairman of Audit and Nomination and Remuneration and Stakeholders' Relationship Committee

Shri Jagmohan N. Kejriwal - Independent Director, Member of Audit Committee, Nomination & Remuneration Committee and Stakeholders' Relationship Committee

Shri. Sajeve Deora - Independent Director, Member of Audit and Nomination and Remuneration Committee

Smt. Shukla Wassan - Independent Director

Smt. Jayshree Bhartia - Non-Executive Director

Pragya Bhartia Barwale - Executive Director

Shri Sudhir Agarwal - Executive Director and Member of Audit Committee

Shri. Jitender Balakrishnan & Shri Ravi Jhunjunwala, Independent Directors, could not join the AGM due to their pre-occupation and other prior professional commitment, but have sent their greetings for the members.

The board report for the year ended 31st March, 2020, along with the audited financial statement including the consolidated financial statement and the auditor's report thereon has been with you for some time and with your permission I take them as read. I would like, however, to draw your attention towards the salient highlights of your Company's performance during the year. Despite the challenging economic conditions during the financial year 2019-20, your Company's overall performance remained good. The Company recorded a total revenue of Rs.5,963 Crores as compared to last year's revenue of Rs. 5,133 Crores and an increase of 16%. The potable spirit division of the Company continued to perform well and supported the bottom line. The year gone by witnessed a prolonged U.S. trade war, continued low crude prices and Covid-19 spread in China, all this led to a low demand and prices of MEG internationally and impacted the revenue and profits of the chemical business marginally. The nutraceutical business registered a growth of over 10% in revenue over the previous year and continued its trend for a good profit margin. The net profit after depreciation and tax of the Company for the year 2019-20 was Rs.128 Crores as compared to Rs. 148 Crores in the year 2018-19, a decrease of 13%, mainly due to decline in Bio MEG Prices globally. Profitability of the Company in the month of March 2020 was also affected due to lockdown on account of Covid-19. The interim dividend of Rs. 6 per equity share i.e.

60% declared by the board during the financial year 2020 shall be considered as the final dividend pay-out for the financial year 2019-20.

The Covid-19 pandemic Impact:

As many of you are aware that due to nationwide lockdown declared by the Government of India during the last week of March 2020 to combat Covid-19, operations of all the three plants were shut down during the last week. Company's Kashipur plant which is continuous plant and Dehradun plant which is a herbal and extraction plant, resumed operation with full safety measures after taking necessary approval from the appropriate authorities. The Gorakhpur plant also started operations in a phased manner thereafter. These are unprecedented times of Covid-19, which has disrupted businesses across the globe with an impact of life and livelihood of each and every individual. Your Company continuously focused on adopting pragmatic ways and means of dealing with the situation by taking care of our employees and stakeholders. The Company is also taking initiatives towards financial and community support to fight Covid-19, which includes contribution to the State Government's Relief Fund and distribution of sanitizers freely.

I am glad to inform that your Company has consecutively been conferred with the award for 'Efficiency in Energy Usage' in petrochemical at the event, FICCI India Chemical and Petrochemical Award 2019 by FICCI.

Transfer of Business Undertakings to Wholly Owned Subsidiaries:

In order to remain ahead of competition in business and enhance shareholders value of the Company, the Board of Directors of the Company in their meeting held on 24th June, 2020, has approved, subject to the approval of shareholders and as such other necessary statutory and regulatory approvals, to transfer, assign, restructure or convey the whole or substantially the whole of the business undertakings comprising of Company's BioEO(Speciality Chemicals) Business and Ennature Biopharma business, which is Nutraceuticals Business by way of slump sale as a 'going concern' or otherwise, to two separate wholly owned subsidiaries of the Company. The requisite resolutions are placed in the notice of the AGM for the members' approval.

Mono Ethylene Glycol:

Your Company is the largest manufacturer of Mono Ethylene Glycol (Bio-MEG) in the world, made out of renewable feedstock i.e. molasses and Ethanol. Bio-MEG has an application in making of PET bottles, which is used for packaging of beverage products. The global chemical trade was adversely affected by prolonged US trade war and low crude oil prices. The Bio-MEG sales grew in Far East markets but experienced a slowdown in US and European markets. Sales of Glycol Ethers showed a dip due to low petro based EO prices which led to decline in EOD prices in South East Asia and China.

During the crisis time of Covid, the Company introduced the range of sanitization and disinfectants and other hygiene products under a new business vertical to contain the spread of Covid-19. During the financial year 2019-20 sale of Glycols was 1,04,779 metric ton, valued at Rs. 1,114 crores as compared to 1,53,004 metric ton, valued at Rs. 1,448 crores in the financial year 2018-19.

Ethylene Oxide Derivatives (EODs), Speciality Chemical and Ethoxylate:

In order to meet the requirement of the various industries and sectors, through our R&D, our Company has been focusing on development of speciality surfactants and speciality chemicals for the niche application. These products are sold basically on the performance basis. The green ethoxylates & speciality chemicals has immense potential for growth in future as many of our products are already been marketed into global multinational and large local companies. Demand is likely to grow in near future under this segment.

Sales of EOD increased from 69,363 metric ton during the previous year to 74,037 metric ton and EOD sales valued at Rs. 752 crores as compared to Rs. 735 crores last year.

We have been exporting our chemical products to more than 41 countries worldwide. With an eye to environmental conscious green chemical global market, for the past few years, the Company has been focusing on exports of one of the key segments for the future and positioned itself as a green chemical Company in the international market and today is well known supplier of Bio-MEGs, Bio-Glycols and Bio-Ethoxylates. This is being done as a planned strategy to cater to the world niche of green market of multinationals and large corporates who have a special concern for the environment. The Company has been able to find a strong hold in Bio-MEG and Bio-PET segment where its products are being used by large corporate worldwide. During the year 19-20, the export sales valued at Rs. 747 crores as compared to Rs. 858 crores last year.

Potable spirit and ENA segment:

The sale of potable spirits and Extra Neutral Alcohol have increased to Rs. 3,014 crores in 2019-20 as compared to Rs. 2,125 crores last year. During the year under review, the Company launched IMFL (Indian Made Foreign Liquor) brand namely 'IGL Bunty Vodka Green Apple' and 'IGL Salute Premium Whisky' in tetra pack of 180 ml, a premium vodka and whiskey in premium segment in the State of Uttar Pradesh, in addition to existing brands which are available in Uttarakhand, Uttar Pradesh, Delhi and Himachal Pradesh. The Company plans to produce a new range of IMFL soon from its Gorakhpur plant.

On the Power Alcohol business, the Company had setup Power Alcohol plants in Kashipur and Gorakhpur units each with a capacity of 100 KL per day. During the year under review, we had received the necessary approvals and production and supplies of Power Alcohol to Oil companies for blending in Petrol as per the Govt. policy, has been started by the Company at Gorakhpur and Kashipur plant both. The Company registered a revenue of Rs. 143 Crores from sale of Power Alcohol during the financial year 2019-20.

Ennature Bio-pharma Division:

The Ennature Bio-pharma division is operating in the space of Nutraceuticals, Phytochemicals & health supplement ingredients, with its manufacturing plant located at Dehradun. The division has achieved sales of Rs. 178 Crores for the year 2019-20, as compared to Rs. 160 Crores over previous year, an increase of 10%. The Company is continuously working on many new APIs which will be launched in next few years.

On the Industrial Gases front:

During the year, the Company has produced 18,098 metric ton of liquid oxygen and 1,171 metric ton of liquid nitrogen and 2,441 metric tons of argon gases. The Company produced Ethylene Oxide & Carbon Dioxide mix, ETO, under the trade name IGL-STERI GAS, which is suitable for sterilization of disposable surgical and medical devices and spices and packing substances.

The Industrial Gases segment have registered sales of Rs. 40 crores during the year 2019-20, which is almost the same as the previous year.

On the future outlook, the Company continuously thrusts towards manufacturing sustainable, renewable components. The focus during the year under review remained on new product development through collaborative R&D and association with multinational companies as per the requirement of the customer and the global leadership. Notable area in which our R&D has worked during this period involves

- designing products with noble and new chemistries for the oil field application.
- New products or innovation in terms of improved performance but at a low-cost application for industrial and institution cleaning.
- The new product development using green approach, finding new alternative to convention hydrophobes.

The Company always believes in innovation and according to and as per the sudden needs of Covid 19, the whole range of new sanitizer products under brand Santol were introduced and finding favour with the users, is a great achievement in the shortest possible time to report. All these development will lead to sustainable growth with new product development in focus. The alcohol hand sanitizer under the brand names of IGSURF 5070 U.S. and HandSantol™ and the 'Green' products are meeting the highest standards of quality and safety, while conforming with the WHO guidelines.

Joint venture for Private Freight Terminal:

Your Company has a joint venture with Apollo Logistics under the company name Kashipur Infrastructure and Trade Terminal Private Limited through which a private trade terminal and an inland container depot providing railway based logistic service and other facility has been setup in the area adjacent to our plant of the Company at Kashipur. The facility serves the multi-modal logistic facility for both EXIM and export and domestic cargo handling.

Current Year:

During the first 5 months of the current year, the production of Glycols has been 24,663 metric ton as compared to 50,872 metric ton for the same period last year. Sales of Glycols have registered for 19,156 metric ton as compared to 50,619 metric ton for the corresponding period last year.

Production of EOD has been 17,544 metric ton as compared to 32,850 metric ton during the same period last year. Sale of EOD were registered 19,825 metric ton as compared 31,242 metric ton for the period last year. Export remains at 23,807 metric ton as compared to 36,060 metric ton during the corresponding period 2019-20.

On the social responsibility:

During the year under review the Company spent about Rs. 34 lakhs on the CSR activity against the statutory requirement of Rs. 10 lakhs on the various activities such as healthcare, sanitation, and promotion of education, in compliance with the applicable provisions of the Companies Act.

To conclude, on behalf of the Board of Directors, I wish to place on record the expression of gratitude to the banks and financial institutions for the encouragement and continued support in our endeavor. I thank all my colleagues on the board for their unanimous support and immense encouragement. I also place on record the appreciation of all the employees and their sincere dedication, commitment, and their contribution in Company's performance during the year. In addition, I would like to place on record my regard to all the shareholders for their unstinted support and continuous faith in the performance of India Glycol Limited. With your continuous support and cooperation, we are confident of achieving new heights in the near future. I would like to thank all of you for sparing your valuable time and attending this 36th Annual General meeting and offer my best wishes for time to come. Thank you.

Now, I request the Company Secretary to appraise the members about the statutory information to the members as pertain to this meeting.

Shri Ankur Jain (Company Secretary):

Thank you Chairman Sir. Thank you very much. With permission of the Chair, I would like to inform that the documents referred to in the notice of this AGM has been made electronically available for inspection by the members. The Register of Directors and KMPs and their shareholding maintain under Section 170 of Act and the register of contracts or arrangements in which Directors are interested are also available electronically for inspection by the members during this meeting. As this AGM is being held through VC/OAVM, the facility for appointment of proxies by the members was not available and applicable and hence the proxy register for inspection is not available. I further confirm that the representatives of the statutory auditors and secretarial auditors are also participating in this meeting through VC/OAVM. Shri Ashish Saxena of M/s Ashish Saxena & Co., Company Secretaries who has been appointed as a scrutinizer to scrutinize the remote e-voting prior to AGM and e-voting process during this AGM in a fair and transparent manner is also present. The notice dated 24th June, 2020 containing this AGM notice and the annual report containing, inter-alia, audited standalone and consolidated financial statements of the Company for the financial year 2020, Auditor's report and Board's report thereon have already been circulated by email to all the members who have registered their email addresses with the Company or their respective depositories and have been the members for some time now and with the permission of members, the same are taken as read. As there are no qualifications or adverse remarks in the report of the statutory auditors and secretarial auditors and hence the same are not required to be read during this meeting, as provided under the provisions of Companies Act, 2013. Pursuant to the provisions of Section 108 of the Companies Act, 2013 and applicable rules there under and regulation 44 of SEBI Listing Regulations, the Company has appointed NSDL for facilitating voting through electronic mode and participation of members through this e-platform and the same have been provided to all those who are members of the Company as on the cut of date, i.e. Thursday, 17th September, 2020. Accordingly, remote e-voting facility in respect of all the 10 resolutions as set out in the notice of 36th AGM was provided to

the members which commenced on Sunday, 20th September, 2020 at 9.00 A.M. and ended on Wednesday, 23rd September, 2020 at 5.00 P.M. The facility of e-voting is being made available at this meeting as well for all the members who are participating and who have not cast their votes through remote e-voting facility so far. We request the members to cast their votes now if the same has not been cast so far. Now, with the permission of Chair, we shall take up, one by one, the views, suggestions, questions/queries, whatever, of our pre-registered speaker members. The replies to the questions shall be given at the end after all the speaker members have spoken. We request speaker members to confine their queries, brief and specific, and to the items related to today's AGM. We further request members to limit themselves for upto 3 minutes as there are many speaker shareholders. Now, I request the moderator to please connect the speaker members one by one. Over to the moderator.

Moderator:

Sure Sir. Give me a moment please. Mr. Inderpal Sahni..... Since he has not joined, we will call the next speaker.

Mr. Saket Kapoor, you have been unmuted now. Please switch on your video and ask your questions.

Saket Kapoor:

Good morning Sir. It is indeed a pleasure भरतीया साहब कि आपसे रूबरू होने का और बात करने का एक अच्छा मौका मिल रहा है हमें, अथवा सर, हम शेयरहोल्डर्स को काशीपुर आ के ही ये मौका मिल सकता था, इस AGM में participate करने का। सर्वप्रथम तो सर मैं, भरतीया साहब, आपका अभिनन्दन भी करता हूँ, और ये हम शेयरहोल्डर्स का सौभाग्य है कि आपकी ही लीडरशिप ऐसी है जिसके कारण इतनी miseries के बाद भी आज कंपनी अच्छा परफॉर्म कर रही है और बुरे वक्त में भी आपने जिस प्रकार कंपनी को सही गाइडेंस दिया, due to which today we are here. And your dividend distribution policy is also skewed towards, in favor of all shareholders. So, these are very correct steps Sir which you have taken over the years and your diversification from dependence upon MEG to Ethoxylate and then to the country liquor, and special thanks to Pragya Madam for the nutraceutical venture, that we have been able to mitigate the miseries of the difficulties of the business. A great thanks to your vision that we have been able to pass through these tarried times Sir. Sir, as an individual shareholder, a minority shareholder, हमारी एकमात्र ही आपसे निवेदन रहता है कि आप अभी हमारे लिए क्या विचार कर रहे हैं? इस कंपनी के लिए आगे का आपके पास क्या विज़न है? आप इस कंपनी को किधर लेकर जाना चाहते हैं? क्या आप सोचते हैं, इस पर हम लोगों के संग कुछ views साझा करें, कि आपका ये aim है, हमें इस शिखर तक पहुंचना है या ऐसा कुछ करना है। जैसे आपने जो resolutions भी हमें भेजे, उसमें आप 2 कंपनियों का subsidization वाला बात भी आपने किया है, उसको भी definitely सपोर्ट करते हैं, लेकिन उसमें भी सर अगर आप हमें बताना चाहेंगे कि ऐसा क्या औचित्य बना हमें, क्या need पड़ी कि ये इस समय करना पड़ा, ये opportune टाइम कैसे आया सर, हम तो इतना बिज़नेस के बारे में नहीं समझते। सर आप पर विश्वास करते हैं। इसीलिए सर हम आज 16-17 साल से आपकी कंपनी में invested हैं और आगे भी मुझे ऐसा लगता है कि हमारी कंपनी बहुत undervalued है और लोगो का, निवेशकों का ध्यान नहीं रहता है। ये तो मैं बात अपनी अंत करने के समय में बोलूंगा लेकिन आप इन विषयों पर जरूर कुछ लाइट throw करें। I would also congratulate Pragya Ma'am who is now elevated and inducted in the Board. Ma'am, your endeavor, and

your brainchild as we read from the resolution, that nutraceutical has started contributing in a big way to the bottom-line and we shareholders really thank you for the vision, because it was from scratch. Nowhere, we would have even imagined that a few years down the line that it will be a substantial profits in the nutraceutical segment, as you find no co-relation as such with our Company. However, the green tag with it, we will definitely further stride. भरतीया साहब, एक पॉइंट ये बोलना चाहूंगा, आपका जो interaction है, हम शेयरहोल्डर्स के संग, उसे आप बढ़ाने का माध्यम देखिये सर। और सर, opportunity दीजिये, अच्छे, नए investors, mutual funds, foreign institutional investors को भी, आपकी स्टोरी को समझने के लिए और इस ग्रोथ स्टोरी में participate करने के लिए. आप सब तरफ से एकदम clear रहते हैं और इतनी detailed annual रिपोर्ट भी आप provide करते हैं, सर quarterly results के बाद भी थोड़ा investors के साथ interactions के level को थोड़ा develop करें। बाकी Sir, इसके ऊपर मैं सिंघल साहब से बाद में जो भी financials के बारे में बात है, कर लूंगा। ये platform में आपका समय और नहीं लूंगा। दूसरे स्पीकर्स को भी मिलेगा। और सर आप शेयरहोल्डर्स के प्रति आपका क्या रुझान है? और succession भी, मैडम के आने के बाद, succession पालिसी मोटा मोटी आपने ज़रूर set कर दी है, लेकिन क्या मैम पूरा ही सेगमेंट संभालेंगी कि अभी nutraceutical पर ही पूरा thrust रखेंगी? इस पर भी अगर मैडम हम लोगों को कुछ लाइट throw करना चाहें, अगर उनकी इच्छा हो, तो जरूर करें। सर, इन्ही शब्दों के संग अपनी वाणी को विराम देता हूँ सर। धन्यवाद।

Moderator: Mr. Suyash Kapoor, you have been unmuted now. Please switch on your video and ask your question.

Suyash Kapoor: Yes. Honorable Chairman Sir, I hope you can hear me. First of all, *Pujor Subhechaa Aapna ke Jana Laam. Aapni Pochim Bonger Amader Ekta Industrialist Jeta UP te Khub Bhalo Kaaj Korchen.* Sir, my first question is regarding our corporate image. When you will be kind enough to respond to whatever queries I will put forward to you? In total, I have 8 questions, and Honorable Chairman Sir, I have 4 suggestions, before our Honorable Chairman Sir and our Honorable Board of Directors. My first question is regarding nutraceuticals business. Sir, kindly throw some light, when you will respond, and I will urge our Honorable Chairman Sir to be kind enough to respond question wise and specific to my questions, which I will raise before you, because that will help me to understand the Company through words, and it will make the interaction more productive, efficient, and less of a political speech, which unfortunately my honorable earlier speaker made. My first question is regarding nutraceutical business. Is it similar to the business products done by Amway, which is a US based company because, as an investor, in nutraceutical business, there are a very few companies listed on the stock exchange, one being I think Tata Chemicals which have entered in this segment. So, Sir, kindly respond in layman's language, what is the nutraceutical business is all about? Question related to this is that- what is the reason for starting or entering this nutraceutical business? What was the reason? Sir, if I am not wrong, this business is only 5-6 years old business. So, what is the key specific reason for entering this business since we are a global MEG company? That is our strength. This company has been created by our Honorable earlier Chairman Sir. I have read about the history. It is a 40-50 years old Company. And I will just like to make a humble submission that few years before, I was fortunate enough to visit you personally in the AGM and you were very kind enough and you took great hospitality and great care. As an investor, you allowed me to visit the plant and to have a greater understanding. So, I appreciate that goodwill gesture and hopefully when this pandemic problem is solved, then next year, I will urge that you have an audio-visual meeting also and shareholders who want to personally meet you, should be allowed. Now, point number 2. Sir, is there any plan for demerger? This is question number 2. Is there any plan for demerger of various

businesses because when you were giving your submission, your Chairman's speech, our Honorable Chairman Sir was kind enough to explain, whatever our business is. Sir, we have plethora gamut of portfolio. So, that is why this question has been asked that, in the future period of time, is there any plan for demerger of various businesses? And if there is any roadmap, then please, kindly share your views that you want to demerge into a separate Ennature biopharma division or not. This was question number 2. Now, question number 3 Sir, towards which I would like to draw your kind attention and the attention of the entire Board. Can we have a qualified shareholder rewarding policy like buyback policy, dividend distribution policy, can it be implemented? Great corporates like ITC, Tata Chemicals, Tata Group, Mahindra and Mahindra, they are our stalwarts, even Calcutta Electric Supply also, where Pradip Babu is our Chairman and I have been fortunate enough to meet him 3-4 years before. Actually Srinath Kapoor, Mr. Khaitan knows that he is my father. So, in Calcutta, he has been kind enough to interact, Pradip Babu, at various times. So, great corporates follow the qualified shareholder policy, when they make profit, they distribute 15% of net profit to the shareholders in form of dividend. And our Honorable promoters been the largest shareholders, they will also be benefitted. That is why this question has been asked. Now, question number 4 is Sir regarding my observation. When I observe your shareholding pattern, why there is nonparticipation of mutual funds in spite of the fact that we are a 40 years old Company? I would like to just point to you that today, when you search on YouTube about India Glycols, you will see various interviews on CNBC where they are still using the word 'Know Your Company'. Actually, we are a 40 years old Company. If, in 40 years, investors will not recognize, then when will they recognize? So, my humble submission is that have we made any presentation to mutual funds? I will come to my suggestion to why I have said that. We have a great future ahead and that is why I am invested in your Company. Now I will come to question number 5 which I would like to, this is also a very important question regarding China factor. Our Honorable Chairman has mentioned about pandemic. Sir, is this an opportunity for us? Because Sir, as you mentioned in your submission and I firmly agree with you Honorable Chairman Sir that China is a chemical hub. China is a giant. So, now with anti-Chinese sentiment worldwide, does our product have a fair opportunity? So, kindly respond to my questions number 5 when you will be kind enough to respond that what is the scope that you are anticipating? Now question number 6 Sir, and this also a very important question regarding promoter's share Sir. They are pledged. Sir, can it be unpledged? I got one reason, I heard on YouTube, Bhartiya Babu earlier, I am referring to Rakesh Babu giving an interview where he mentioned about that the shares are pledged due to bank agreement but can it be removed Sir, because that will cast a very good image for our corporate. That is why this suggestion was made. Now question number 7 Sir. Our net profit margin in every business, we are in so many businesses, is very low. So, what steps the Honorable management has taken to increase our net profit margin because we are working so hard. You are having a turnover of Rs. 5000 Crores and market capitalization is only Rs. 900 cr. So, there is a gap of market cap to sales of 5 times. So, that is why this point has been made honorable Chairman Sir, that what steps we are taking to increase our net profit margin. So, these were 7 questions. Now I will take the time of the Honorable Board and Honorable Chairman Sir with my suggestions. These are very crisp suggestions, not very hi-fi suggestions that they will take a lot of your time. You have patiently listened to me. Suggestion number 1. Sir, is there any plan of Tata or Coca Cola investing in our Company? Have we approached them? Why do I say so Sir? Because in the world, as per my understanding and my reading of stock market, my 15-20 years of experience which I have in both, investment as well as trading, I have not found any global MEG company that makes hazardous chemicals like Monoethylene Glycol, already manufactured by Reliance, in a green way. So, that is why this suggestion. Have you approached Tatas or Coca Cola to become your partner because these are great business opportunities which I see? Or even for that Balarampur Chini, which is also a Calcutta based company, managed by a very dynamic Saraogi Sahab, like our Uma Babu is managing this

Company. So, this suggestion has been made. Suggestion number 2 Sir. Since we have plethora of businesses, I will urge, if possible in this digital era, to make a corporate video to explain all businesses, by showing factories and its mechanism, like a movie, where you explain everything like a teacher explaining to students that these are our businesses, this is our factory in a digital manner that this is what we do. Whatever you can allow. Whatever your competitors should not know, you do not disclose. So, this is my suggestion. Kindly explain your business to the investing community. This is because as an investor, it is very difficult to understand your business. There are so many businesses that a shareholder gets confused, what is the main business. It is a diversified conglomerate. That is why this suggestion was made. Suggestion number 3 and this is very vital suggestion, Sir. Our Company is ESG compliant Sir. ESG stands for Environmental, Sustainable, Social Governance and high Corporate Governance. This comes under ESG. So, now worldwide, ESG funds are getting launched. This is a sunrise sector Sir. Now, mutual funds are not there. This can be a blessing in disguise. So, this suggestion, kindly work on it, like ICICI Bank, recently ICICI Group launched an ESG fund. This concept has been taken, I think, from Morgan Stanley or J.P. Morgan had created this concept where stocks like ITC are being sold out and ESG compliant stocks are being purchased. So, this is a golden opportunity for us. And what is our debt reduction policy? Thank you, Sir, for your patient hearing. My good wishes are with you. *Pujo Subheccha apna ke dilam. Kolkata jokhuni aapni aashben ek baar bolbe aami dekha korste chhai, aapne ke donnobaad janayi.* Thank you, Sir, for your patient hearing. Hare Krishna Babu.

Moderator: Mr. Sunil Agarwal, you have been unmuted now. Please switch on you video and ask your question.

Sunil Agarwal: मैं, सुनील अग्रवाल, member, India Glycols Limited

Mr. Ankur Jain (Company Secretary): We are not able to hear Mr. Agarwal.

Moderator: Mr. Sunil Kumar Agarwal, you are not audible.

Mr. Ankur Jain (Company Secretary): Can we take the next speaker in line for the time being?

Moderator: Sure Sir. Give me a moment please. Mr. Anirudha Bubna from M/s. Monett Securities Pvt. Ltd. You have been unmuted now. Please switch on your video and ask your question.

Anirudha Bubna: Good morning respected Chairman Sir, Board members and fellow shareholders. I am Anirudha Bubna, authorized representative from Monett Securities Pvt. Ltd., and I hold 1,35,000 shares of your Company. Thank you for the opportunity to speak at the meeting. First of all, my hearties congratulations to the management, and in particular, our respected Chairman of the Company Shri U. S. Bhartia for his wonderful efforts for steering well the Company during this Covid-19 times. I also congratulate the Company and its management for starting production of hand sanitizers. The remarkable and perfectly timed decision thereby on one hand the Company is serving the humanity by making available the sanitizer products to the society at large, and adding to their fight against and help them prevented from the Coronavirus disease and on the other hand, it will be a revenue generator for the Company as well as benefits to the shareholders as well. I always get my dividend on time for my shares for which I always remain thankful to the Company. Sir, our best wishes, and support are always there with you, the Company, and its management for future growth of the Company. With this, I stop myself here and with a round of applause for the whole management, Board, and respect Chairman Sir.

Thank you once again for bestowing upon me the opportunity to speak at the AGM of our Company. Thank you.

Moderator: Mr. Sunil Kumar, you have been unmuted now. Please switch on your video and ask your question.

Sir, there seems to be some problem connecting with Mr. Sunil Kumar.

Mr. Ankur Jain (Company Secretary): Ok. Are there more speaker shareholders, moderator? Or can we resume the proceedings of AGM now?

Moderator: There are no more speaker shareholders. Over to management.

Mr. Ankur Jain (Company Secretary): Thank you.

Shri U.S. Bhartia (Chairman and Managing Director): Thank you. I would like to thank Saket Kapoor Ji, Suyash Kapoor ji, Anirudha Bubna ji and all the shareholders for their good comments. They have asked some questions. It is not possible to answer all the questions, but I will take up the major ones. One is with regards to investment into separate subsidiary. I would like to mention in this regards that our speciality chemical business and nutraceutical business are two very specialized businesses and there, we would like to grow. There is a lot of international interest in these businesses. So, we want to focus this business into a separate subsidiary to unlock the value and we will be definitely will be looking for to expand this business by partnering with a few multinational companies or with investors to grow this business much faster. Both the businesses, i.e., the speciality chemical and the nutraceutical. In speciality chemical, we are one of the largest producer of green speciality chemicals in the world, today, from the green EO. And our nutraceutical business is also, we are making APIs which we are supplying to pharmaceutical companies. We are also making health supplements and food supplements. There, the demand is growing, and we would like to expand and come into, you know, cater to the needs of different industries and pharmaceutical industries. This is the area we thought that we will put into a separate subsidiary to unlock the value. This will ultimately be consolidated under IGL, both the subsidiaries. And if we find a good partnership or an investment, we are going to unlock the value and encash that so that debt in our main company can come down also, at the same time. So, this is with regards to the interaction with the shareholders, after the quarterly results, we will look into the matter and consider your request. The other thing about the pledge of shareholding, the promoters have not pledged a single share of the Company. We have just given an undertaking of non-disposal to the bank, which is not pledge. I think this has wrongly been reported. This has been mentioned in our annual report also at page number 38. With regards to the dividend policy and some of the other questions, we have noted your suggestions and our team will come back to you and give a reply. I have taken up the major issues. With regards to investment by Coca Cola, we have discussed in the past but some of the big companies are not interested in manufacturing of MEG or getting a partnership.

Now, I would like to thank all of you for your thoughtful questions and we have taken a note of that and will consider that appropriately and will give you a reply. Now, I hand over the proceedings to the Company Secretary.

Mr. Ankur Jain (Company Secretary): Thank you Chairman. Thank you very much Dear Shareholders. After the meeting, we will be in touch with you, wherever your questions have been left out unanswered, or these are technical in nature or they require some deliberation or data sharing, we will do the necessary, to the maximum satisfaction of yourself. If you require, we will be happy to welcome you at our office here, or at the plant. In any case, you have my mobile number with you. Any time, we are approachable and available for you. Thank you.

Now, I request members who have joined the meeting and have not cast their votes earlier through remote e-vote or e-voting during the proceedings of this meeting, to cast their votes now. The facility of e-voting shall be available for another 15 minutes after the conclusion of this meeting. A consolidated scrutinizer report on the remote e-voting and e-voting at this AGM, of the total votes cast in favor or against, if any, shall be submitted by the scrutinizer within 48 hours from the conclusion of the AGM, to the Chairman. Thereafter, upon declaration of the results by the Chairman, the same shall be communicated to NSE and BSE and uploaded on the website of the Company, i.e., www.indiaglycols.com and on the website of NSDL as well.

Now, I propose a hearty vote of thanks to the Chairman and Directors who have participated in this 36th AGM and I request the Chairman Sir to kindly conclude this meeting. Over to Chairman Sir.

Shri U.S. Bhartia (Chairman and Managing Director): I once again, would like to thank all the participants for your constructive suggestions and comments. Now, I declare this meeting as concluded and offer my best wishes for a joyous festival season ahead and to stay safe and stay healthy. Thank you very much.