WEBVTT

1 "2382449152" (2382449152)
00:01:01.945 --> 00:01:06.204
We are live, you can make an announcement.

2 "2917853696" (2917853696)
00:01:06.204 --> 00:01:22.074
Good afternoon, everyone. Shareholders we are yet not met the so just waiting for a few minutes, so please be stay stay over there. Thank you.

3 "2382449152" (2382449152)
00:01:47.498 --> 00:02:07.760
Good afternoon, everyone, a very warm welcome to all the panel members and shareholders for the 41st annual general meeting of Foseco Pushable Limited. We have the required members present for the quorum. Currently we have 30 members present in this meeting. This meeting is being held through audio visual mens in accordance with various circular.

4 "2382449152" (2382449152)
00:02:07.760 --> 00:02:27.760
Are issued by MCA and Cebi. The company has made all the necessary arrangements to enable the shareholders to participate and vote on items being considered in this meeting. We sincerely appreciate your presence and participation in this meeting. Now I hand over hand over the proceedings to the company security and compliance officer Miss Pooja.

5 "2382449152" (2382449152)
00:02:27.760 --> 00:02:29.787
What do you ma'am?

6 "2917853696" (2917853696)
00:02:29.787 --> 00:02:46.290
Good afternoon, everyone. I'm Pooja Jindel, company Secretary and the Compliance officer of your company Extend a very warm welcome to directors, shareholders, auditors and distinguished guests.

7 "2917853696" (2917853696)
00:02:46.290 --> 00:03:05.040
For attending this for the 1st annual general meeting of the company. On behalf of the board of directors, I sincerely thank you for taking the time to join us. It's my privilege to introduce our board of directors and KMP who are attending this AGEN.

8 "2917853696" (2917853696)
00:03:05.040 --> 00:03:21.060
We have with us Misterniru, Chairman of the company, mr.. Managing Director of the company, mr. Mohit Mungal, whole time director and the CFO of the company.

9 "2917853696" (2917853696)
00:03:21.060 --> 00:03:37.890
Independent directors, mr. Sunil Kuma Chaturvedi, Misterpartel, and mr. Dr.. Non executive Directors? Mr. Manuel Delphino Mr. Levis?

10 "2917853696" (2917853696)
00:03:37.890 --> 00:03:54.510

We have with us. We also have with us representatives from statutory statutory auditors from Deloitte Huskins and LP, project Tungarin Associates Secretary auditors, MEFG in time, India private Limited are daily.

11 "2917853696" (2917853696)
00:03:54.510 --> 00:04:14.510
You will also be able to see other representatives that are from from support teams who will from various departments as we have chair, as Misterpi chairman of the company is present, so I request him to pick the chair.

12 "2917853696" (2917853696)
00:04:14.510 --> 00:04:18.214
And preside what the proceedings.

13 "552343552" (552343552)
00:04:18.214 --> 00:04:30.788
Yeah, thank you. I would like to start with the chairman's address for the shareholders. Please confirm I'm audible.

14 "2917853696" (2917853696)
00:04:30.788 --> 00:04:33.213
Yes, you're, you are audible sir.

15 "552343552" (552343552)
00:04:33.213 --> 00:04:52.169
Okay. All right. Very good. Dear shareholders, good afternoon to all of you and a warm welcome to the 41st annual general meeting of Foreseco Possible India Limited. On behalf of the board of directors, I would like to thank you for your continued trust, support, and confidence in the company.

16 "552343552" (552343552)
00:04:52.169 --> 00:05:10.889
Your presence and participation at today's annual general meeting is greatly appreciated. As the requisite quorum is present, I now call the meeting to order. Let me start by commenting on the business transformation and integration project that your company has embarked in the past year.

17 "552343552" (552343552)
00:05:10.889 --> 00:05:30.029
Financial year 2526 was the landmark year for your company. During this year, for Seco India Limited acquired a controlling stake in the company resulting in a change of promoter group and management control. Consequently, the company became part of the Vesubius group.

18 "552343552" (552343552)
00:05:30.029 --> 00:05:45.719
A global leader in Morton metal flow Engineering and technology solutions based in the UK. Following the acquisition, the company changes name from Morganide Crucible India Limited to Foreseco Crucible India Limited.

19 "552343552" (552343552)
00:05:45.719 --> 00:06:01.079
And commenced integration with the systems, the policies, governance practices, and operational framework of the group. The integration process

is progressing well and is expected to further strengthen the company's capabilities.

20 "552343552" (552343552)
00:06:01.079 --> 00:06:16.469
Market reach, product portfolio, and long term growth prospects. Let me comment now on the financial performance of the company and the prior year. Your company's financial performance remained resilient during the year under review.

21 "552343552" (552343552)
00:06:16.469 --> 00:06:33.809
Revenue from operations for FY 2526 stood at 17001 9200000 as against 17419 lakhs in the previous year. The total income increased to 18301 lakhs.

22 "552343552" (552343552)
00:06:33.809 --> 00:06:51.809
From 18216 lakhs in the preceding year. The profit before finance costs depreciation and exceptional items improved significantly to 5690 ₹100000 compared to 4861 lake rupees in the previous year.

23 "552343552" (552343552)
00:06:51.809 --> 00:07:07.049
Demonstrating improved operational efficiency and disciplined cost management. Profit after tax for the years stood at 1870 ₹200000. Despite the activity surrounding the change and promoter group.

24 "552343552" (552343552)
00:07:07.049 --> 00:07:24.299
Continued global economic uncertainty and volatility in the export markets. The company maintained his focus on operational excellence, customer service, and profitability, as you can see in the numbers. Reflecting the company's continued financial strength and commitment to rewarding shareholders.

25 "552343552" (552343552)
00:07:24.299 --> 00:07:40.559
The board has recommended a final dividend of repeace 12.5 per equity share for the financial year ended March 20 March 3120 26. Of course, this is subject to approval of the members at today's annual general meeting.

26 "552343552" (552343552)
00:07:40.559 --> 00:07:56.879
Let me talk a little bit about innovation and operational excellence. The company continues to focus on innovation, technology advancement, and product development. During the year several initiatives were undertaken to strengthen manufacturing capability.

27 "552343552" (552343552)
00:07:56.879 --> 00:08:12.629
Improve productivity and enhance product quality. Investments in research, technology, process standardization, and product development have helped maintain the company's position as a leading supplier of usable solutions to customers across various industries.

28 "552343552" (552343552)
00:08:12.629 --> 00:08:30.899

I would like to comment on the cancellation of Project Compass, our lithium ion battery material sagar pilot initiative. While the project enhanced our tech technical capabilities and understanding of the battery market, the new promoter group made the strategic choice.

29 "552343552" (552343552)
00:08:30.899 --> 00:08:49.499
Not to pursue further development of this project. Considering that the IP ownership was retained by the previous promoter and the sovia's PLC has NO exposure and customer relationships in the battery material their market. Consequently an impairment provision for the value of the project assets.

30 "552343552" (552343552)
00:08:49.499 --> 00:09:09.499
Was recognized during the year. We believe that the experience and technical knowledge that we gained during this project will continue to support our future innovation and product development efforts. Let me talk a little bit about board changes in the prior year. As you are aware, during the year, there were several changes.

31 "552343552" (552343552)
00:09:09.499 --> 00:09:26.879
In the composition of the board following the acquisition and transition to the group structure. On behalf of the board, I would like to place on record a sincere appreciation for the valuable contributions made by the outgoing directors and the senior management personnel during their tenure.

32 "552343552" (552343552)
00:09:26.879 --> 00:09:46.879
And extend a warm welcome to the new members of the board. Let's move on to business outlook. The Indian foundry industry continues to remain one of the key contributors to the country's manufacturing sector and supports a wide range of industries, including automotive, railways, engineering, power.

33 "552343552" (552343552)
00:09:46.879 --> 00:10:08.929
Construction and aerospace. The company expects the Indian market to continue to be a major growth driver, supporting by on supported by ongoing infrastructure development, manufacturing expansion, and favorable domestic demand trends. In the coming years, we expect to take advantage of the breadth of the combined FCIL and.

34 "552343552" (552343552)
00:10:08.929 --> 00:10:25.349
FIL portfolio to strengthen our competitive position with our customers. At the same time though, export markets remain subject to certain challenges, arising from geopolitical developments, increased supply chain disruptions, and costs and tariff uncertainties.

35 "552343552" (552343552)
00:10:25.349 --> 00:10:40.409
Nonetheless, the company remains competitively positioned to capitalize on opportunities in both domestic and international markets. I would like to now touch upon safety, sustainability, and ethical governments.

36 "552343552" (552343552)

00:10:40.409 --> 00:10:57.119
It remains the highest priority. During the company during the year, sorry, the company maintained a strong safety culture with NO lost time accidents supported by regular safety audits, training programs, and continuous improvement initiatives.

37 "552343552" (552343552)
00:10:57.119 --> 00:11:14.759
We also continued our focus on sustainability through initiatives such as rooftop, solar power generation and rainwater harvesting, which contributed significantly to the company's energy and water requirements. Following our integration with the, the Sovias group.

38 "552343552" (552343552)
00:11:14.759 --> 00:11:30.539
The company has aligned its operations with the group's global ethics and compliance framework through the sovious Code of conduct ethics training programs and the speak up mechanism. We continue to foster a culture of integrity, transparency, accountability.

39 "552343552" (552343552)
00:11:30.539 --> 00:11:49.349
And responsible business practices across the organization. Finally, I would like to express my sincere gratitude to my fellow directors for their guidance and support through this changing time. I also thank our employees for their dedication commitment, and hard work throughout this transformational year.

40 "552343552" (552343552)
00:11:49.349 --> 00:12:20.827
I would also like to thank our customers, our suppliers, banks, regulatory authorities, and all other stakeholders for their continued support and confidence in the company. And most importantly, I thank our shareholders, all of you for the trust that you have shown in us. The board remains confident that the company is well positioned to create sustainable value and deliver long term growth as an integral part of the group. Thank you. Puja, I'll hand it back to you now. Thank you so much.

41 "2917853696" (2917853696)
00:12:20.827 --> 00:12:42.273
Thank you Mr. for insightful address and for outlining the company's progress during this landmark year, including the successful integration into the resource group, the company's performance during 2526 and the strategic direction for sustainable long term growth. With the permission of chairman, I shall now proceed with the formal business of the meeting.

42 "552343552" (552343552)
00:12:42.273 --> 00:12:44.873
Yes, please proceed.

43 "2917853696" (2917853696)
00:12:44.873 --> 00:13:03.809
The statutory registers and documents required to be made available for inspection under the company's act, including the register of directors, DMP and their shareholding. Register of contracts and arrangement in which directors are interested and other relevant documents are available electronically for inspection by the members throughout the meeting.

44 "2917853696" (2917853696)
00:13:03.809 --> 00:13:23.809
Members are informed that the company had provided the facility of remote evoting in respect of all resolutions contained in the notice convening this annual general meeting. The remote evoting facility commenced on 23rd August and ended on 25th August. Members had not exercised their work through remote evoting and are participating.

45 "2917853696" (2917853696)
00:13:23.809 --> 00:13:48.529
In the meeting today may cast their votes through the e voting facility provided by MEHG in time India private Limited. The e voting window shall remain open for 15 min after the conclusion of this meeting. The consolidated voting results together with a scrutinizer's report shall be announced within the prescribed statutory timelines and will be and will be made available.

46 "2917853696" (2917853696)
00:13:48.529 --> 00:13:58.229
On the websites of the company BSC Limited and the MEHC India in time private limited.

47 "2917853696" (2917853696)
00:13:58.229 --> 00:14:15.839
The notice of the 41st annual general meeting along with the audited financial statements together with the board's report auditor's report for the year ended 31st March 2026, have been emailed to all the shareholders whose email addresses were registered with the company or EMAILG in time.

48 "2917853696" (2917853696)
00:14:15.839 --> 00:14:35.839
We have also made the facility through a physical inland letter was also sent to the shareholders whose email addresses were not registered with the company or with the energy in time. The letter contains the exact link of the company's website to access the documents notice and annual report.

49 "2917853696" (2917853696)
00:14:35.839 --> 00:14:53.729
Annual report is also available on the website of the company and the BSC. We have also published advertisement at this AGM in two newspapers for the information of the shareholders. Hence, I take this notice as read.

50 "2917853696" (2917853696)
00:14:53.729 --> 00:15:08.849
The statutory auditors and security audit report for the financial year 31st march, do not contain any qualification reservation adverse remark or disclaimer. Having any material impact on the functioning of the company.

51 "2917853696" (2917853696)
00:15:08.849 --> 00:15:28.849
Accordingly with the permission of the members, I take this auditor's report as read. The board of directors has appointed projecting Associates practicing company secretaries as a scrutinizer for scrutinizing the remote EVOT and the evoting as well as conducted during the meeting in a fair and.

52 "2917853696" (2917853696)

00:15:28.849 --> 00:15:49.709
Transparent manner. The scrutinizer shall submit a report consolidated to the chairman following which the voting results shall be declared and submitted to PSC Limited and hosted on the company's website within the timeline prescribed under the applicable loans. We shall now proceed with the speaker's shareholder session.

53 "2917853696" (2917853696)
00:15:49.709 --> 00:16:06.059
Members who have registered themselves as speaker will now be invited to raise their queries. In the interest of time and to ensure that all the registered speakers have an opportunity to participate, we request members to please restrict their queries to approximately 5 min.

54 "2917853696" (2917853696)
00:16:06.059 --> 00:16:21.532
And avoid repetition of points already being covered. I now request Miss now to please call upon this registered speakers shareholder one by one.

55 "2382449152" (2382449152)
00:16:21.532 --> 00:16:33.629
Thank you ma'am. We will now begin the question answer session. I request our speaker shareholders to unmute themselves and switch on their camera and ask their question upon announcement of their name.

56 "2382449152" (2382449152)
00:16:33.629 --> 00:16:52.715
Our speaker number one mr. Rajesh Kitch, is currently not present in the panel, so now I invite our speaker number two mr. Rohit Vinod Kumar Ohiri. Sir, you are now in the panel. You may start your camera and ask your question.

57 "327549696" (327549696)
00:16:52.715 --> 00:17:09.829
Hi team, I'm audible. Yes, you're audible. Thank you Pooja, thank you Andy for adding me to the call. I really love the cover page and theme of this handled report which is stronger together. I think you're sharing a very strong message over there.

58 "327549696" (327549696)
00:17:09.829 --> 00:17:29.069
I have a few questions Andy, I'll just very quickly go through them, six seven of them. 1st one that what is Fossico bringing in which Morgan could not do and what sort of economic benefits will FCIL start getting in future?

59 "327549696" (327549696)
00:17:29.069 --> 00:17:49.069
Second one, you didn't mention about the LIB Aga project which was abandoned but while you also say that there is NO exposure with the company has or the parents have, why not try it as an experimental project and, and probably, you know, have a soft diversification, why not make use.

60 "327549696" (327549696)
00:17:49.069 --> 00:18:09.069
All of the assets which were already employed, we have spent more than ten to 15 crawls on that and in addition to that, there's so much of manpower which has been utilized as well. So why not keep it as a, soft

diversification? If it clicks, it's good. If it doesn't, then we have already paid it off, right? So just your thought.

61 "327549696" (327549696)
00:18:09.069 --> 00:18:32.599
Thoughts on that and what the management thinks on that. Going forward, do you think that FCIL can accelerate the growth? Or or do you think that 17180 the range which is currently there, is it that we are fundamentally mature over there or or do you think that there's more scope to grow from there? On the.

62 "327549696" (327549696)
00:18:32.599 --> 00:18:53.839
Pricing power does the parent help us get some more wallet share or can they help us getting more pricing power or or the margins can it be sustainable going forward? And what is the true capacity headroom that currently we have with or without the abandoned project.

63 "327549696" (327549696)
00:18:53.839 --> 00:19:14.389
This new initiative which is there in the 1.3 ton highest rolling forging size crucial that we have. Can you share some more details on that? And it appears to be the highlight of the.

64 "327549696" (327549696)
00:19:14.389 --> 00:19:34.389
How will that be beneficial for us going forward? My last question, what sort of return or what sort of ROIC hurdle did Fossico probably use when they were underwriting the acquisition? If you have that handy, if you have that number, if you can share that.

65 "327549696" (327549696)
00:19:34.389 --> 00:19:54.174
Because what sort of revenue assumptions were they making when they acquired us? That is something I was seeking and I was expecting an answer for that. That's all from my side. Thank you Andy and that's a good new avatar that you have got with the look as well as the position. So thank you. Thanks a lot. Take care.

66 "552343552" (552343552)
00:19:54.174 --> 00:20:14.089
Yeah, thank you ok so I'll quickly go through the responses to your queries. I'll start with the benefits that they that bring that Morgan could not, right? So fundamentally Morgan was a materials company, Whereasuvias and technology solution.

67 "552343552" (552343552)
00:20:14.089 --> 00:20:34.089
Business Providers focus on the foundry industry. What that means is it brings us the the much wider portfolio into our current customers compared to what we had at Morgan. At Morgan we were marriage shop specialists and we had excellent product, but we had nothing else to offer. And when the commercial portfolio was our own.

68 "552343552" (552343552)
00:20:34.089 --> 00:21:02.029
For obviously having a broader portfolio that spans the entire length of the foundry is helpful. So I see that as a big advantage, certainly and

one of our key, and this is going to your 3rd question, the FCIL growth portion, right? So one of our key focus areas now is to make sure that we present ourselves an integrated portfolio provider between FIL and FCIL and and and then really enhance the cross selling opportunities into.

69 "552343552" (552343552)
00:21:02.029 --> 00:21:22.429
Customers that we could not have unlocked prior because we didn't have the right portfolio. So I think directionally that's the, that that's the that's the right way to go. On the Lib agger point, you know, I think I mentioned the IP ownership is an issue. Certainly you know the manpower skill manpower that we have redeployed.

70 "552343552" (552343552)
00:21:22.429 --> 00:21:43.529
Elsewhere to support our current business. So, so that one I think was a pretty straightforward decision. In terms of, you know, experimenting and diversifying, you know, they, when we look at the position of our parent and the focus that they have on the steel and foundry markets and considering the, the volatility that we see in these markets worldwide.

71 "552343552" (552343552)
00:21:43.529 --> 00:22:00.749
The company did not feel that was the right time to be pursuing this project. Certainly the assets are available and if we at some point think that something can be be started with, on the.

72 "552343552" (552343552)
00:22:00.749 --> 00:22:17.369
Yeah, of course, you know, we, I know we've been we've been sort of struggling with this 01:50 to one 80 core number for the last few years and a lot of that has to do with also with the balance between growing in India but stock stagnating overseas. So I think now.

73 "552343552" (552343552)
00:22:17.369 --> 00:22:33.839
When I, you know, obviously we it's too early to offer any growth trajectories, but I think as I mentioned, the, the cross selling opportunities that being part of for brings is a is a is I think a good foundation for us to to chart our both. We still have a lot of work to do.

74 "552343552" (552343552)
00:22:33.839 --> 00:22:49.439
In terms of, you know, putting the companies together and looking at the the how we position the portfolio and how we position it for growth, and pricing power, which I will touch on next. So that work is ongoing, but in general I obviously see.

75 "552343552" (552343552)
00:22:49.439 --> 00:23:07.199
Growth trajectory as something that, certainly asked globally as well as Prasad in, and his team in India are very strong in driving. In terms of pricing power and margins, you know, there there is plenty of competitor capacity.

76 "552343552" (552343552)
00:23:07.199 --> 00:23:27.199

In in Asia, whether you look at India or China. And, you know, we, we take advantage of our pricing power where we have premium products that, that certainly justify the, the, the added pricing or we are offering value where we can demonstrate it, we certainly price upon.

77 "552343552" (552343552)
00:23:27.199 --> 00:23:47.839
There is a little bit of pricing power that comes with just having the the white portfolio in the market that we have today now as part of FCIL. So, you know, we, we, we will continue to exercise the pricing power, but with making sure we keep an eye on the competition because the one thing we do not want.

78 "552343552" (552343552)
00:23:47.839 --> 00:24:05.039
To do is fill our competitor's capacity. So in general I think you will see that we are, you know, we have a strengthened position in general in terms of pricing. Our customers are getting more sophisticated as well in terms of asking for the value and then being willing to pay for it.

79 "552343552" (552343552)
00:24:05.039 --> 00:24:24.059
So, you know, I I think we're well positioned there. The capacity headroom, we have to take a look at how the portfolio and the footprint looks for the the entire company combined now, and then go from there. So there's nothing much to add there. I think we've talked about this in the, in the past year.

80 "552343552" (552343552)
00:24:24.059 --> 00:24:44.059
On the, on the one metric done a crucible that is highlighted in the annual report, you know, this it's a reflection of the Indian market that are starting to grow towards bigger crucible sizes and being able to process craps, the mixed crap essentially to create induts and and liquid metal charge for foundaries. You know, having a.

81 "552343552" (552343552)
00:24:44.059 --> 00:25:04.059
Competitive and market leading product in this segment is important. We are able to provide this in the, in the resident bonded technology which is important you know which is the ideal from a energy efficiency standpoint for our customers and that's why it's a it's a big development for us. We see the market in the segment growing because as.

82 "552343552" (552343552)
00:25:04.059 --> 00:25:31.049
As people go from 500 kg 800 kg to one ton and further furnaces size furnace sizes for the next few years, we we expect to be growing with that segment. On the ROIC targets, I mean, I I don't think that we have any specific sort of ROIC target that I can comment on. I think we, you know, obviously the group evaluates investment opportunities both individually and as in context of what else is out there.

83 "552343552" (552343552)
00:25:31.049 --> 00:25:51.295
So, you know, industry benchmark ROIC that you would normally see whether under Morgan or any of our industrial peers I think applies. So, and I'm not sure I can give you any better guidance than that.

84 "2382449152" (2382449152)
00:25:51.295 --> 00:26:05.676
Thank you sir. Now invite our speaker number three mr. Gino Vijayesha. So, you're now in the panel, you may start your camera and ask your question.

85 "2045227264" (2045227264)
00:26:05.676 --> 00:26:07.278
Hello?

86 "2382449152" (2382449152)
00:26:07.278 --> 00:26:08.096
Yes.

87 "2045227264" (2045227264)
00:26:08.096 --> 00:26:20.729
So you're already good. Hi, good afternoon. I have few questions regarding the recent equation. So one 1st was was now in this, in the Q1 we had a ton out of 49 corroids.

88 "2045227264" (2045227264)
00:26:20.729 --> 00:26:37.079
And we had operating margin of around 37 %. So is it like one of a transaction or what I understand is Morgan has stopped charging us the management fees from 1st April onwards. So is Vesselin Group supposed to charge the management fees from onwards?

89 "2045227264" (2045227264)
00:26:37.079 --> 00:26:57.079
Or is it like this one of our transaction, one of our, what do you say, margin size? Secondly, we have a lot of cash in our books, so are we planning any sort of expansion going forward? How do we see opportunity? 3rd is like, do we, what is the synergy benefit we have between.

90 "2045227264" (2045227264)
00:26:57.079 --> 00:27:28.353
The group now because it's like we have three listed entities for India, Western and now and what is the current capacity and utilization and that was one thing. And the last one is, can we start doing some such kind of press release of investor presentation for investor, in line with other group entities so it will be easy for us to understand how we have progressed during the year. Oh, that's it from my side.

91 "552343552" (552343552)
00:27:28.353 --> 00:27:55.229
Okay, thank you general. I think I'll address your questions in the order. So in terms of the margins for the 1st half, right? So, yeah, I mean, we, this is this is still a year of transition. I think you, if you if you strip out the the operating portion of the margin, we continue to be strong carrying over from last year into this year. I talked a little bit about operational efficiency, pricing power, and so on. So that's reflected.

92 "552343552" (552343552)
00:27:55.229 --> 00:28:15.229
Obviously the the related party charges that eventually will settle into an agreed own rhythm will have an impact on the margin. Certainly Morgan was charging a certain structure of management charges, royalties etc. And certainly the soview.

93 "552343552" (552343552)
00:28:15.229 --> 00:28:38.749
This will want to align this the the treatment for FCIL with the group standard. So this is being deliberated right now to make sure that we have the correct approvals in place and it makes makes sense from all angles in terms of the armslend pricing etc. But yes, and we will see.

94 "552343552" (552343552)
00:28:38.749 --> 00:29:06.619
The charge structure come in, and that will be approved through the audit committees and board discussions when it comes. But in general, just speaking to the underlying operating margin, we we expect that to be resilient. In terms of cash, I think we have to get through the integration process and and figure out what sort of, you know, what sort of opportunities we can, we can put this cash to use to synergy benefits, obviously.

95 "552343552" (552343552)
00:29:06.619 --> 00:29:26.669
We will play a little bit in that in that as well. And I talked about some of the synergies around portfolio breadth and access to the customers with the much wider choice of much better choice of offering product offerings, solution offerings that we can go to. But on the operating side, we also expect to see gradually as we integrate.

96 "552343552" (552343552)
00:29:26.669 --> 00:29:45.629
The operations, the back office operations of FIL and FCIL, we expect to see some strategies and, you know, standardized practices and program program being brought over from FIL and and support for the HR and finance IT functions. So, you know, that.

97 "552343552" (552343552)
00:29:45.629 --> 00:30:05.629
Still remains a work in process. In terms of capacity utilization I mean obviously that's a little bit of a, a competitive information. I think when we look at capacity utilization, we have room for growth, you know, so some areas more utilized than others, but in general I think we are comfortable with where we, where we are, and that.

98 "552343552" (552343552)
00:30:05.629 --> 00:30:35.069
Goes into the CapEx discussion that that you had asked about. So we expect to continue to invest in the business. I think you will see a profile of CapEx that is consistent with what you've seen in the past years. When we see growth opportunities, that makes sense, and we can, you know, demonstrate the return and a clear business case, we will invest in growth CapEx as well.

99 "2382449152" (2382449152)
00:30:35.069 --> 00:30:52.095
Thank you sir. Now I invite our speaker number four mr. Vishal Prasad. Sir, you're now in the panel, you may start your camera and ask your question.

100 "Vishal Prasad" (2331509248)
00:30:52.095 --> 00:31:05.955

Yeah, thank you. Good afternoon. So if the chairman chairman can confirm if he has received my questions, I've sent out an email with 16 questions. Do you, do you want me to read it out or you are ok with it?

101 "552343552" (552343552)
00:31:05.955 --> 00:31:12.029
No, I think I've seen it. As long as you have NO other additions I, I can just quickly cover the high points there.

102 "Vishal Prasad" (2331509248)
00:31:12.029 --> 00:31:15.138
So there are two requests apart from the questions.

103 "Vishal Prasad" (2331509248)
00:31:16.314 --> 00:31:36.769
As the other shareholder was mentioning, if you could work on a PowerPoint which gives us good idea on the business, probably once in a year, that would be helpful. Second is if if I can remain unmuted so that if there is some follow up I can ask that would be helpful.

104 "Vishal Prasad" (2331509248)
00:31:36.769 --> 00:31:38.495
That would be all. Yeah.

105 "552343552" (552343552)
00:31:38.495 --> 00:31:58.189
Okay, fair enough. Let me quickly switch over to your questions. Yeah, so I think in terms of your 1st question has to do with exposure to non forest, markets versus forest markets. And I think the the guidance from FIL in the past has been that.

106 "552343552" (552343552)
00:31:58.189 --> 00:32:18.769
You know, India limited is at about 80 % farous 20 % non Ferris in revenue, and FCIL, former MCIL essentially is the opposite, so 75 % non face and 25 % Ferris approximately. So I think.

107 "552343552" (552343552)
00:32:18.769 --> 00:32:46.699
When you look at the the overall balance, it, it's it does improve fil's exposure to the non federest market. In terms of the top line growth that you've asked, you know, FCIL has grown 4 % over the last four years while for India has grown 12 %. I think it's has to do with the market and participation profile that that is the difference between the two companies. FIL is primarily a India focused company and they have done a great job.

108 "552343552" (552343552)
00:32:46.699 --> 00:33:15.839
In in strengthening their market position, Prasada and his team have built a good foundation for growth especially in the furthest side of the business, which is a big driver for them. For CIIL we have a balance between domestic and export and unfortunately we've been in this position the last couple of years where the domestic market has been growing, but the export market has been choppy. But I think it goes back to what I said in terms of the portfolio offering, right? So I think as we are able to now.

109 "552343552" (552343552)

00:33:15.839 --> 00:33:35.839
Offer a much better, a wider and comprehensive portfolio to our customers which we were not able to do under the Morgan headline, we we are I think well positioned for growth. In terms of market share, you, you commented that we've got roughly 25 % market share in the new market. If you look at crucial now.

110 "552343552" (552343552)
00:33:35.839 --> 00:33:55.839
Now, when you put together the portfolio between the FI, the legacy FIL and the legacy FCIL, we are closer to 50 %. I think that brings a bit of picing power as I was talking to Rohit about, but we also have to watch now from a, from a competitive standpoint as we are clear number one and it always means that we aren't.

111 "552343552" (552343552)
00:33:55.839 --> 00:34:27.379
So certainly in terms of reaching the 40 % market share in the, in the Indian posible market, we are, we are, we are there. We are not that, we are not that well positioned everywhere in the world, and that's where some of FCI portfolio that goes overseas can help, can or I can get the benefit of being integrated with our the entity worldwide. The next few questions you have around.

112 "552343552" (552343552)
00:34:27.379 --> 00:34:49.429
Around growth, you know, what levels are we, are we deploying, you know, can we expect across 300 pros? And I think it's too early to give prognostications around growth targets for FCIL as we are still going through the integration process, but I think I've already covered some of the benefits that the the acquisition by the Sovias is bringing. So, you know.

113 "552343552" (552343552)
00:34:49.429 --> 00:35:09.429
We expect to fully leverage that in the coming years to to drive the growth. Combined sales teams, for instance, a good market presence in terms of exhibitions and marketing, being able to offer an end to end foundry solution which we can offer as a, as a complete portfolio strategically rather than just selling accruisable. All of these are advant.

114 "552343552" (552343552)
00:35:09.429 --> 00:35:31.729
Levels that we will pull in the next few years. Adding capacity, you know, I, I think I mentioned that CapEx spend over the next two years flip between maintenance and growth. I mean we expect to be continue to invest in a similar profile when we see a clear business case that makes sense to invest.

115 "552343552" (552343552)
00:35:31.729 --> 00:35:53.269
We will do that. Machine component business, you know, we, we see, you know, we see a good development on the F FCIL side. Now with the merger of with the group for India Limited already has a machine components portfolio as does the india. So now we need to make sure that we normalize it.

116 "552343552" (552343552)
00:35:53.269 --> 00:36:11.189

And, and integrate the two portfolios in terms of offerings so do do we see growth major growth coming from this segment? It's possible, but I think in the, in the near term you will probably see more of a margin strengthening as we make our combined portfolio stronger.

117 "552343552" (552343552)
00:36:11.189 --> 00:36:28.799
Synergies that expected from the FILMCR combination, what time frame I think I talked about those. That's still a work in progress. There are many aspects of this and I think we expect to see that over this year and next we will continue to mine synergies that can, that can happen.

118 "552343552" (552343552)
00:36:28.799 --> 00:36:48.799
We talked about mark benchmark margin, 33 % a recent quarterly 307I think I talked about this. I think we need to get a lot of the structure in place around the related party charges and so on. I think the guidance given prior, which is a 30 % plus benchmark is still.

119 "552343552" (552343552)
00:36:48.799 --> 00:37:08.609
Advanced materials R and D facilitator, some Barginagar in terms of team strength, technical capabilities, total expenditure, you know, I think we have a team of about eight people there in some that is focused on developing products for.

120 "552343552" (552343552)
00:37:08.609 --> 00:37:28.609
For deployment across the globe. In terms of technical capabilities, I think we are very happy with the with the investment that we've made in majorly materials characterization equipment, the furnace that allows us to functionally test our product in more to metal environments and so on. I think that has sped up the, the development.

121 "552343552" (552343552)
00:37:28.609 --> 00:37:54.229
Process quite significantly as we are not reliant on the customer to provide trial feedback and we can push the product to the market with a far better confidence in terms of success. So I think that team is working well, and, you know, obviously as we are looking you know Manuel's on this on the panel, we are looking at this from a standpoint as well and looking at the model to see if there's how we can adopt it.

122 "552343552" (552343552)
00:37:54.229 --> 00:38:17.209
In other regions. So in general we we see that this is a successful project and and we keep going after it. Then you move on to the market apart from aluminum, significant amount of metric processing in India happens to recycle to scrap. Yes scrap recyclers use crucibles. I was talking about the one metric done crucible for for Rohit, so there is a mix.

123 "552343552" (552343552)
00:38:17.209 --> 00:38:36.990
Obviously of technologies that the scrap meltos use, some of them use larger tower type furnaces, but there is certainly where there's a mixed chargeables are used and they are getting bigger in terms of their size requirements so certainly we want to position ourselves to grow with this market segment.

124 "552343552" (552343552)
00:38:36.990 --> 00:38:54.360
The battery applications we talked about a couple of times, so I think that we, we've drawn a line under that, new product application areas, what are we planning to enter over the next three years? What is the addressable market size? The one of the things we are doing now is.

125 "552343552" (552343552)
00:38:54.360 --> 00:39:09.570
As an integrated team is taking a look at all the aluminum casting technologies and looking at our portfolio presence in, in every one of them. And, and we see, you know, strengths in some, we see gaps in others.

126 "552343552" (552343552)
00:39:09.570 --> 00:39:27.840
Over the next few months we are going to want to lay out a strategy that says, you know, how do we fill the gaps? Because that's where the growth will come in and you know being a integrated provider of solutions under the foreseeco brand is a huge advantage and and our growth strategy will now.

127 "552343552" (552343552)
00:39:27.840 --> 00:39:47.840
Be driven by making sure that we have as complete a portfolio offering for every metalcasting segment that we can. Semiconductors and data center infrastructure, you know, this is what this is where our customers participate. Certainly we have we have boundaries that are making.

128 "552343552" (552343552)
00:39:47.840 --> 00:40:20.630
Castings for data center racks and, you know, server farm equipment and so on. And therefore we are there. Anytime there's a high purity aluminum or a purity factor involved, the crucible becomes a favorable technology compared to refactory lining and therefore the customers are are asking for solutions in that area. That's that's how we participate in this market. We don't directly participate in semicon or data center applications, but certainly our customers when they participate, we are there.

129 "552343552" (552343552)
00:40:20.630 --> 00:40:37.440
Then we have a question around global footprint and distribution reach of the parent's family. How are we leveraging that? You know, this is, this is important. This is something that I'm spending a lot of time on myself.

130 "552343552" (552343552)
00:40:37.440 --> 00:40:57.440
It, we have a, we have a distribution network that we are bringing from our morbern days, and we also have and that's plugging into a distribution network that Vesselvias has had for a long time. So, I think finding the right fit and making it work properly is a, is a priority for us. Certainly FCI.

131 "552343552" (552343552)
00:40:57.440 --> 00:41:26.520

L already has about 50 % of their revenue coming from overseas markets and we expect to sort of expect to build on that because I think when we put together the two distribution networks and keep the strengths, then that allows us to position FCIL products into industry that we have not in the past. You've asked for a specific example, international client breakthroughs. I mean, I mean there's a couple I would think about Mali, for instance, is a global.

132 "552343552" (552343552)
00:41:26.520 --> 00:41:46.520
Foundry network of bearing, piston rings, piston components, and there have been a couple of trials that we have been able to run, of FCIL product in Mali, which in the past we didn't have access to. So that would be one example I can, I can take. We still don't have the commercial contract yet, but.

133 "552343552" (552343552)
00:41:46.520 --> 00:42:05.820
Certainly we are well positioned proving our product in the customer. Is there any proposal or internal discussion regarding merging more than parent entity for India? Look, I mean, there's a lot of integration activity that needs to happen 1st. We've talked about some aspects of it.

134 "552343552" (552343552)
00:42:05.820 --> 00:42:25.820
In terms of making sure that the the royalty and trademark and company charges are well established. So we, we look at, we look at what makes sense to our shareholders, to our stakeholders continuously and you know we will evaluate at some point. There is NO timetable at the moment but you can be s.

135 "552343552" (552343552)
00:42:25.820 --> 00:42:51.590
Certain that you know when we do our periodic reviews, we will evaluate whether it makes sense to to affect the merger. The next question, the last question was China, Taiwan, high purity aluminum, semiconductor business. In one of the transcripts just mentioned that niche is served primarily out of Chinese entity, do we see any opportunity in the space after the merger? Does that stay with Morgan post acquisition or does it transfer to a file?

136 "552343552" (552343552)
00:42:51.590 --> 00:43:19.970
So here we continue to service the the high purity aluminum market for semiconductor through our Chinese entities. It did transfer to the portfolio. It did not stay with Morgan because the plant in China came with the, was part of the acquisition. There are some structural, there are some structural reasons why we service this out of China one of course is the, is the relationships and the commercial.

137 "552343552" (552343552)
00:43:19.970 --> 00:43:36.930
Connections that we have from our Chinese entities. The other thing is that the product itself. This is a, it's a fairly large usable beyond the capacity of fcil's current isostatic press and that that market continues to get bigger.

138 "552343552" (552343552)

00:43:36.930 --> 00:43:54.556
In terms of the requirement for their principles, so our Chinese plants are well set up for that and we should continue to service them out of China. But of course wherever we see opportunities for FCIL products in the integrated portfolio, we will, we will continue to position them competitively.

139 "Vishal Prasad" (2331509248)
00:43:54.556 --> 00:44:10.650
Yeah, so two follow up questions. One is since I'm not a technical person, you mentioned that size of usable is increasing and it may go to one term or something like that. So if I have to understand what will happen if the size increases? Probably we have.

140 "Vishal Prasad" (2331509248)
00:44:10.650 --> 00:44:31.611
Others will not have this technical ability, our margins will go up or we can expect more sales from these things if you could help me understand. And second would be under underest umbrella. Is there any other company which is serving the non fairest crucial market the way we are doing? That would be all, thank you.

141 "552343552" (552343552)
00:44:31.611 --> 00:45:02.570
Thank you so much, yeah. Michelle I think onto your 1st question, yeah, I mean this is the trend we've been watching, right? So the good thing about FCIL is that we are able to offer crucials with three different technologies. And you know, if, if you don't have the capability in one technology to make a certain size, we have it in the other. So I believe yet that the Indian market is not moving at pace to, to transition to the, to the bigger crucibles similar to what we've seen in China, Japan, Korea.

142 "552343552" (552343552)
00:45:02.570 --> 00:45:22.410
From the US etc. I think the pace of changes role, right? So we watched this at the moment the like the example is the one metric tonne prooociable. We have the capability to make a larger ruciable in the SIC segment. We also have the capability to make a three ton posible in the claygraph segment. So we retain certain capabilities here.

143 "552343552" (552343552)
00:45:22.410 --> 00:45:42.410
And when the time comes and when the market actually starts to move at base, we will be there to meet it. And certainly that's a differentiation aspect for us because our our plants in Europe and China for instance, already make this large possible. The technology exists, the knowledge exists within the the sovias slash.

144 "552343552" (552343552)
00:45:42.410 --> 00:46:07.700
More than teams that are now working together. So it's, would be quite quick to bring something like this to India when the market is ready. And to your last question about, you know, what other companies are offering this the the advantage of the Soviews is a global footprint, a global presence to be there, to be positioned for the market.

145 "552343552" (552343552)

00:46:07.700 --> 00:46:34.250
Where they are. Therefore, just like our Indian entity here the FCIL FIL in Pune, in ponducherry, the VIL plant in Asana, they are all focused on the nonferrest market in this part of the world. We have entities in China under the umbrella that existed before the Morgan acquisition and also the one that came with Morgan. We have entities in Europe that do the same.

146 "552343552" (552343552)
00:46:34.250 --> 00:47:03.167
As well as in the Americas. So we do have a, a global footprint, we have offerings for the non Ferris foundry market from several resufious entities worldwide. And the key for us is to maintain a common thread across them all to make sure that we're offering a consistent portfolio around the world. Thank you for the detailed questions and the interests.

147 "2382449152" (2382449152)
00:47:03.167 --> 00:47:24.210
Thank you sir. Now I invite our speaker number five mr. Yogesh Party. Sir, you're now in the panel. You may start your camera and ask your question.

148 "2382449152" (2382449152)
00:47:24.210 --> 00:47:45.053
Yogie sir, you may ask your question.

149 "552343552" (552343552)
00:47:45.053 --> 00:47:49.511
I think we can move on. That some seems to a problem.

150 "2917853696" (2917853696)
00:47:49.511 --> 00:47:54.395
Mr. Yogesh, you are on mute?

151 "2382449152" (2382449152)
00:47:54.395 --> 00:48:09.476
And there seems some connectivity issue. Now I invite our speaker number six mr. Saugo Kapul. Sir, you're now in the panel. You may start your camera and ask your question.

152 "371064320" (371064320)
00:48:09.476 --> 00:48:15.555
Yeah team. Hope I'm clearly audible to you.

153 "552343552" (552343552)
00:48:15.555 --> 00:48:18.015
Yes. Yeah yeah.

154 "371064320" (371064320)
00:48:18.015 --> 00:48:28.380
Thank you firstly for the opportunity and in the discussion platform which is in the continuation process. So said if you could just give.

155 "371064320" (371064320)
00:48:28.380 --> 00:48:46.260
Only a few understanding further understanding on to your answers, you mentioned about cross selling opportunity. So in terms of cross selling opportunity, if you could just outline to us what would that translate into in terms of whether newer products or improved revenue?

156 "371064320" (371064320)
00:48:46.260 --> 00:49:02.970
Just what does cross selling means in terms of the revenue profile for the company that would suffice. You spoke about pricing power, wherein we being having correct me their market share of 25 % and the largest player. So if you could just name out your immediate.

157 "371064320" (371064320)
00:49:02.970 --> 00:49:22.970
Competitors whom we are whom we are competing. On the RM part side I think so we have done some integration as per the annual report because of I think so that was important and now we are doing it through the indigenous route. So how, where are we sir in terms of that part of the story? RM dependence factor.

158 "371064320" (371064320)
00:49:22.970 --> 00:49:50.330
Their own imports and sourcing domestically or there was something mentioned in the annual report so correct me there on the RM part. So this is very clear that as per discussions and all you would be outlining the part but for the year as a whole, our company and the board must have budgeted for maintenance CapEx as well as growth CapEx. So if you can share some some number.

159 "371064320" (371064320)
00:49:50.330 --> 00:50:07.354
On the same and thereby what kind of growth can we anticipate? When you spoke about normalization of margin, what should that be the number be? If 37 is not the right number, I think that you mentioned 30 %, so I think so that that you answered. Am I right sir? You answered.

160 "552343552" (552343552)
00:50:07.354 --> 00:50:09.217
30 %.

161 "371064320" (371064320)
00:50:09.217 --> 00:50:27.780
That is correct. But, very small point. Many of us here whoever are listening, including your your good self must be invested in equity in one form or the other, either in the mutual one format or through direct equity. And we have seen this as a as a platform.

162 "371064320" (371064320)
00:50:27.780 --> 00:50:47.780
Wherein, the business updates in the form of press release, what, what mr. Prasad was mentioning or your engagement with your, investors. So why are we, why, what are we hand what are the hamstring for us that we keep it only once a year? Why is the engagement platform?

163 "371064320" (371064320)
00:50:47.780 --> 00:51:07.780
Not available with mr. Prasad I think so the chairman is available for once in a meeting. I agree. I wrote to Pooja Madam post our March results also. Ma'am was very in replying replying to all my queries other than looking for an interactive session with the CFO or the managing data.

164 "371064320" (371064320)
00:51:07.780 --> 00:51:32.330

Because I can understand one on one is is not allowed also and LODR doesn't confirm that also why should have one individual be some information? So sir, I would like to have your 1st or your thought process when investors speak in this line that we need update, what do mr. Prasad, Pooja Madam, Anuji, our CFO think about it. Then only we can deliberate upon. If you people think it is not.

165 "371064320" (371064320)
00:51:32.330 --> 00:52:00.170
For the for for the size of the company or the business we are in, we are not going to bog you down in every, every agent with this question. We know, we need to know your thought process and also give us a valid reason why why we are not doing because size doesn't matter sir. We we investing a lack rupee or a thousand rupee, it hardly makes sense, you are giving me democratically all rights to investors to participate and put forward the questions. So we would wait for your respons.

166 "371064320" (371064320)
00:52:00.170 --> 00:52:22.820
It's been a very elaborate AGM and very, very happy to participate. So we we hope that even at the end of the this the agm, if we get a closing remark from what Prasad said feels he's managing managing the show for the year as a whole and some some brief of the Q1 numbers, some understanding how we have.

167 "371064320" (371064320)
00:52:22.820 --> 00:52:48.317
In Q1, that would surprise, and we have interest in companies your your parent companies also and we see what kind of changes they are doing. So please allow us to participate in your growth journey in the right medium in the right process through the right decimation of information. That's all from my side and I hope once you reply like other participants, I will also be given the opportunity for a one or two follow up. Thank you Anuji 1 s.

168 "552343552" (552343552)
00:52:48.317 --> 00:53:16.950
Okay, thank you Socket. Ok, so let me go through your points in sequence. Okay, cross selling opportunities, what does this mean in actuality? So, I mean a perfect example would be a foundry customer where in the past MCIL would, would offer accruisible in the and and we would have the chance to prove the product and, you know.

169 "552343552" (552343552)
00:53:16.950 --> 00:53:36.510
Establish the value for the customer and we will do that. However, that being a single offering is always at a disadvantage when you look at companies like HA, ASK Fosico who are offering the entire line of products. So in cross selling opportunities, what we are trying to do initially is to gain access to customers.

170 "552343552" (552343552)
00:53:36.510 --> 00:53:56.510
With the FCL product where we would not have had a chance in the past because we didn't have a control sort of comprehensive product portfolio. So this is what it means practically. So it opens doors to customers where the doors were closed in the past, and that's what we are trying to take advantage of now. In terms of pricing power, the.

171 "552343552" (552343552)
00:53:56.510 --> 00:54:18.800
That we are going up against in the Indian market primarily refractories and mass global industries for the prooiciable segment. And then of course the rest of the FIL portfolio has its own local competitors, forest polymers, et cetera. So when we'll talk about pricing power, the advantage that FCIL has is that again we.

172 "552343552" (552343552)
00:54:18.800 --> 00:54:40.670
Able to offer possibles made with three distinct three different technologies. And the pricing for in each of those is different, right? So we see the most competition in certain segments with with global, which they are able to produce the same product that we have. And that's where we rely on things like our distribution partners and our market reach.

173 "552343552" (552343552)
00:54:40.670 --> 00:54:58.170
To provide the pricing power. We, we know that as the consolidation of the two leading market players always brings out more competition and the customers themselves will start to possibly look for other options. So our focus right now.

174 "552343552" (552343552)
00:54:58.170 --> 00:55:13.740
Remains to make sure that we are positioning ourselves to retain and grow our business for the future. RM dependencies and RM supply in terms of the integration project. So the comment I would make.

175 "552343552" (552343552)
00:55:13.740 --> 00:55:33.740
There in reference to your question around the remark and the annual report is that the Vessuvias India and for India combined purchasing power within the Indian market, it's higher than what we had under the Morgan item because our sister companies in in the in in that.

176 "552343552" (552343552)
00:55:33.740 --> 00:55:53.760
That group operated as a joint venture. So this refers to the possibility of having procurement synergies and making sure that we can get the best commercial terms for our raw material. There are certain raw materials in our crucial formulation that need to be important because that drives product quality.

177 "552343552" (552343552)
00:55:53.760 --> 00:56:10.260
And of course we don't compromise that, but wherever possible, this remark about integration is focusing on raw material synergies that we can now leverage because we have a bigger purchasing power as a group.

178 "552343552" (552343552)
00:56:10.260 --> 00:56:30.260
Within India. Capital in terms of capital, you know, I think our our outlook for the 26th 27 year is consistent with what we had in 2526, so I think we spent around 100000000 roughly here and there on CapEx and FCIL and and certainly we intend to do that.

179 "552343552" (552343552)
00:56:30.260 --> 00:57:01.040
As we go through all the synergies and the reviews of where our growth opportunities lie, you will see that the majority of this CapEx naturally will happen to be upkeep and maintenance as we haven't quite decided where we want to invest in for future growth. Investor engagement. So I think the feedback is well noted. You're not the 1st speaker to bring this up. I think the challenge now that we will take on as a board is go back with your comments and and figure out what is a sensible structure, in terms.

180 "552343552" (552343552)
00:57:01.040 --> 00:57:19.920
That we can maintain with our investors in the comp group companies in India to make sure you have the right level of transparency. I I believe both FIL FCIL and BIL maintain very professional environments in terms of making sure that the minority shareholders have a clear view.

181 "552343552" (552343552)
00:57:19.920 --> 00:57:39.920
And access to the, to the board. If you, you know, if we are hearing from them that this is not enough, we will certainly consider it. I think what we have to do is we have to draw the line balance between how we can best position this for everybody's advantage. So point well noted, we'll go back and, we'll go back and take a look at our study.

182 "2382449152" (2382449152)
00:57:50.317 --> 00:58:05.430
Thank you sir. Our speaker number seven mr. Manjit Singh is currently not present in the panel, so now our invite, our speaker number eight mr. Aspiey. Sir, you're now in the panel, you may start your camera and ask your question.

183 "587545088" (587545088)
00:58:11.135 --> 00:58:16.133
Can you see me and hear me?

184 "2382449152" (2382449152)
00:58:16.133 --> 00:58:19.776
Yes sir, you're audible and visible clearly.

185 "587545088" (587545088)
00:58:19.776 --> 00:58:44.690
Sir I would like to congratulate the management on very good results. Sir, however, our margins in 26 have improved. Is it a one time or it is sustainable? And again margins in domestic and market which is higher. Sudden we used to pay royalty, management charges, trademark, royalty, all the.

186 "587545088" (587545088)
00:58:44.690 --> 00:59:01.740
That to morganize. Now, will we be paying to Forceko India or to the parent for and should we pay because they get good dividends. So what is our order book?

187 "587545088" (587545088)
00:59:01.740 --> 00:59:20.490
Visibility. So then quarter four, again, the margins were slightly better, but can you expect that higher margins to sustain? So again, I would also

like to know about merging the two companies because one is interface, one is into non ferress.

188 "587545088" (587545088)
00:59:20.490 --> 00:59:35.640
So what is the capacity utilization? Because if you inform the capacity utilization, we can know whether fresh capacity is required to be put up or not. So then who is having the other market share other than force?

189 "587545088" (587545088)
00:59:35.640 --> 00:59:59.595
Sir please request the moderator not to mute me because the 1st two speakers were muted when you replied. So they can ask again. So you can again give them a chance to talk if they are willing to talk because I'm sure Roy will not sit quiet. Thank you sir, and please request the moderator not to mute me.

190 "552343552" (552343552)
00:59:59.595 --> 01:00:30.890
Okay. All right. Just in terms of your questions, I think I mentioned previously on the margin margin question with another speaker that, you know, some of the margins that we are seeing in the recent months are transitionary mark margins because we we still have not got the, the, the complete cost structure in place in terms of royalty trademark charges, other related party charges that we have to pay. So from an operating standpoint I think the strength is there, but we will have to get all of those.

191 "552343552" (552343552)
01:00:30.890 --> 01:00:55.130
Structures in place before we can say that we can sustain those, those margins. Our previous benchmarks that we have provided you still are valid. And that brings me to the next point that you have asked is about the trademark agreements, royalty charges etc. Yes, the Sovias will align the treatment of FCIL with the rest of their group companies, and we are in the process of getting all of.

192 "552343552" (552343552)
01:00:55.130 --> 01:01:21.500
Those charges reviewed and approved by the audit committee and the and the board in the coming months. Order book visibility, I think that Oh I think we have one more question about sort of margins in the domestic market versus export market. I mean just naturally because of the, the, the, the pricing power and the export markets along with the, the currency favorability as well, we see better margin.

193 "552343552" (552343552)
01:01:21.500 --> 01:01:38.370
On the export side. In general, the markets overseas are more say sophisticated in terms of recognizing the value that some of our products bring and we are able to capitalize better on on that value. Although.

194 "552343552" (552343552)
01:01:38.370 --> 01:01:55.140
Our margins in the Indian market remains strong. The encouraging growth year over year as we, as we strengthen the portfolio and put it together with the file. So I don't think we have a concern around our margins in

either market, and of course we have to sort of make sure that the the transition of the company is completed.

195 "552343552" (552343552)
01:01:55.140 --> 01:02:15.140
In terms of order book visibility, you know, typically the crucial business tends to provide, order book visibility for about a quarter. We have some annual contracts that give us, you know, a look beyond that, but those are not the majority. We, we.

196 "552343552" (552343552)
01:02:15.140 --> 01:02:32.520
So just continue to see that. I don't think there's any change in the in the dynamics in the market. Certainly mass global and I mentioned are the competitors and they're you know their market share lags hours, but they are more aggressive in terms of sort of.

197 "552343552" (552343552)
01:02:32.520 --> 01:02:51.870
Trying to unseed the Sovias as the, as the number one player. Capacity utilization, you know, it's a legitimate question, but it's also a competitive source of information. So you can rest assured that the board is using every opportunity to make sure that we have the right level of capacity headroom to grow.

198 "552343552" (552343552)
01:02:51.870 --> 01:03:18.790
And, you know, that's pretty much all I can comment on that. In terms of the merger, as I said before, you know, if at some point it makes sense for the company and the shareholders, we will definitely look at that, but there is NO timeline at the moment. I think I answered most of your questions, if not now, then in some of my prior remarks, so, I'll stop there and see if you have any follow up.

199 "587545088" (587545088)
01:03:18.790 --> 01:03:25.950
So thank you very much and all the best for the future. Thank you very much.

200 "2382449152" (2382449152)
01:03:28.096 --> 01:03:45.154
Thank you sir. Now I invite our speaker number nine mr. Mayhu Mulchin Sabla. So, you're now in the panel, you may start your camera and ask your question.

201 "Mehul Savla" (1734028288)
01:03:45.154 --> 01:04:03.740
Hello. Yes, sir, you're already. Okay, yeah. So thanks for the opportunity. It was the last minute request, but the secretary team actually took efforts to, you know, include me in the AGM, so thanks a lot for that. I think a lot of questions have already been asked, so.

202 "Mehul Savla" (1734028288)
01:04:03.740 --> 01:04:30.470
And been addressed, so just two small micro questions. One is for the Q1, does the sales growth of, you know, 14 % that we have achieved? Is this still largely the momentum from the earlier, you can say the organic growth that we are pursuing or does it already reflect some bit of synergy playing

out and, you know, what you have been saying about the combined efforts, you know, opening up new doors. So that was one question.

203 "Mehul Savla" (1734028288)
01:04:30.470 --> 01:04:50.470
And I think margin you reiterated enough, but only small thing was that even the gross margin, like, you know, the e bit has gone up from 20 % last year to 32 %. So out of that 12 %, you know, at least 6 % is coming from gross margin, which I'm assuming does not have anything to do with rpts. So, you know, if some, some, some.

204 "Mehul Savla" (1734028288)
01:04:50.470 --> 01:05:15.050
Some sense you can at least give on the gross margin front, it'll be you know really helpful and 3rd was you know, there's a lot of mention in the about the pressure precious metals, segment, you know, doing fairly well and it was also included in a remark about, you know, exports getting challenged in the US and Middle East because of the tariff and war situation. But do you expect other markets or other segments like.

205 "Mehul Savla" (1734028288)
01:05:15.050 --> 01:05:34.756
Precious metals to compensate for any slowdown or degrowth over there. So I think that's it from my side. Thanks a lot. It's been very informative and great to be a sharehold across all three with group companies and look forward and all the best of the team. Thank you. Yep.

206 "552343552" (552343552)
01:05:34.756 --> 01:06:00.400
Thank you, may help. So I think, you know, Q1 revenue, I think is a combination, right? So, you know, we, we, if you remember the, when the, when the Iran conflict started in March, we ran into an availability issue around gas and so on. But there was a little bit of volatility in our, on our revenues in in March versus April May, yeah, because you had to make sure that we had the right level of.

207 "552343552" (552343552)
01:06:00.400 --> 01:06:22.190
Of gas available to make, make the orders get through. So if you remember our Q4 results, there were this is slight softening at the end. But we are also starting to see the benefits of the synergy, right? So one of the, one of the key things that, and I would like to give a lot of props to the the Indian leadership team, the one the 1st thing is they're managing through the gas crisis.

208 "552343552" (552343552)
01:06:22.190 --> 01:06:47.540
I think you must have had this discussion on their file meeting as well. I think that the team did a great job of taking what could have been a very disaster situation and converting it to, you know, a very resilient response in keeping everything running and, and, and moving into the market when everybody else was having a problem. And 2nd one I would say is that the commercial integration with led by the.

209 "552343552" (552343552)
01:06:47.540 --> 01:07:21.620
The the Indian leadership team here in FIL was taking the the the team from the XMMS the MCIL team and bringing them in and making them part of the,

the FIL commercial team has been excellent. And I think to some of the initial gains that we see are just because of, you know, you know, putting the combined team's expertise to work. So both operations commercial teams, of course, have done a great job in in Q4 and Q1I wouldn't start declaring victory fully yet on the QQ1 volume I think we have to see.

210 "552343552" (552343552)
01:07:21.620 --> 01:07:54.800
See how the, you know, the choppiness of the transition between the gas prices and so on plays out, but I think it's a good foundation and it can it shows that you know the potential we have in the, in the synergies exists. Moving on to your question on the margins Yes, I mean the resilience and the operation margins, I guess I know that the gross margin portions are not affected by rpts or management charges. And, you know, I touched upon it in the annual report in my, and also in my address, I think the team has done a good job of making sure the combination.

211 "552343552" (552343552)
01:07:54.800 --> 01:08:17.810
You know pricing and operational efficiency that the operating margin remains strong, right? So I mean, it's it's one thing we always welcome things like foreign exchange gain and so on. But ideally, as a team, as a leadership team, our focus is always to make sure the business is operating as strongly as it can. And I think you're seeing the results of it. I think that you know we we expect.

212 "552343552" (552343552)
01:08:17.810 --> 01:08:29.640
That we should be able to continue that, but there are many unknowns like raw material inflation, energy inflation, how this conflict is gonna proceed. That gives us a bit of caution in terms of putting out a forecast.

213 "552343552" (552343552)
01:08:29.640 --> 01:08:46.620
Precious metals, yeah, I mean, with the precious metal prices certainly are driving a lot of activity in their market. But frankly, if you ask me, that activity has been there for the last year. So from a incremental sort of change year over year, we are not gonna see a lot.

214 "552343552" (552343552)
01:08:46.620 --> 01:09:06.420
I think that if we didn't have the precious metals market, I think that the the impact of the overall geopolitical uncertainty would have been more because the resili the resiliency in the PM market has held us up quite well, especially the South African customers or South American customers, so on.

215 "552343552" (552343552)
01:09:06.420 --> 01:09:23.580
So, you know, it, a lot of the existing PM capacity in the world is operating full. It has been operating full for the last year, even the goal price may have gone from, you know, $1800 announced a few years ago to 4800 now, but.

216 "552343552" (552343552)
01:09:23.580 --> 01:09:57.154

I mean that that point of sort of saturation was crossed around somewhere in the 3000. So we welcome the PM stuff. It it's good to have that good nice pull from the market, but I I'm not, I will not certain that it will be a lot of year over year on year change. And if it does, then that's great. We'll, we'll take advantage of it. And, and thanks for being a shareholder of of all three years group companies in India. That's excellent to know and thank you for your questions.

217 "2382449152" (2382449152)
01:09:57.154 --> 01:10:03.240
Chairman sir, with your permission, can we allow our speaker number five mr. Yogesh Partif?

218 "2382449152" (2382449152)
01:10:03.240 --> 01:10:22.437
Chairman sir? Yes, please. Now I invite our speaker number fire mr. Yogesh Partdel. Sir, you're now in the panel. You may start your camera and ask your question.

219 "586983680" (586983680)
01:10:22.437 --> 01:10:40.050
Yeah, good afternoon everyone, and thank you very much for allowing. So I think most of the majority questions are everyone has asked, I completely agree. The I just have two point. What is our industry classification and what will change under the leadership of India? It means.

220 "586983680" (586983680)
01:10:40.050 --> 01:11:00.050
Additional new products, market share gains or new geographies. How do you see three years? I know that I'm not asking three, four months view or three, three quarter view. It is a three year what you, what you should want to achieve, whether it is achievable or not, I'm just not basically I'm not taking the target, what is the aspiration basically? Aspiration is.

221 "586983680" (586983680)
01:11:00.050 --> 01:11:18.720
Slightly different as an investor we want to know it may or it may not be achieved and along with that, who are the what are the growth drivers for these maybe because globally except China, most of the geographies are trying their level best to improve manufacturing either in defense or anywhere.

222 "586983680" (586983680)
01:11:18.720 --> 01:11:38.720
Because self sufficient. So do you see this could be a bigger drive for our kind of product because nobody's taking taking from China. I think most of the US companies actually recently announced their other sourcing from non Chinese player like India, Taiwan or making the arrangement something. So just give the clear view because I think most of the questions are very common in nature, so I'm just asking the.

223 "586983680" (586983680)
01:11:38.720 --> 01:11:48.616
Industry bifurcation, what are the growth drivers and how do you see volume growth going forward as per your aspiration? I'm not saying hey this could be target.

224 "552343552" (552343552)
01:11:48.616 --> 01:12:21.020
Yeah, ok. Okay, thank you mr. Patel I think, you know, let, let me touch on the foresequal India leadership team leadership you know what on what for India brings. I think the advantage again as I see is, is the integrated portfolio, right? So we don't necessarily need to get new products into the FCR portfolio to take advantage of the India connection. Certainly the access to the market, the much wider portfolio even to our previous customers where we were only selling prooiciables.

225 "552343552" (552343552)
01:12:21.020 --> 01:12:41.580
Now we are able to sell binders and coatings and filters and non forest metal treatment products that file makes. And in general, it improves our commercial, it improves our commercial position into the, into the customer. So I think the synergy that we've been trying to unlock for the 1st two years are more along the lines of how can we.

226 "552343552" (552343552)
01:12:41.580 --> 01:13:00.090
Take advantage of the combined portfolio and the combined teams to increase our penetration of the market. And that's where the, the benefit of the FIL team is gonna come. Aspiration for growth, look, we always want to outgrow the market, right? So, you know, it's very tough for me.

227 "552343552" (552343552)
01:13:00.090 --> 01:13:20.090
You know, look at across the global entities to say, you know, what's my growth target for this or or that. But as a suvious leadership team, you know, our aspiration is to grow faster than the market, which means that we are able to always take advantage of what the market is bringing us in terms of volume, but also able to grow above.

228 "552343552" (552343552)
01:13:20.090 --> 01:13:45.476
Bit in terms of better value product offering, differentiated performance etc. So if I think if we get to a point where we are outgrowing the market, that is a good indicator for us. In terms of diversification, you know, I'm not sure I understood your question completely. Maybe you can just give me a little bit more guidance.

229 "586983680" (586983680)
01:13:49.155 --> 01:13:56.634
Yeah, it means the industry classification who are the end user? Who are the end user? Okay.

230 "552343552" (552343552)
01:13:56.634 --> 01:14:11.332
I understood. Yeah, so I think you were talking about the diversification away from China in the supply chain, right? So, yeah, I think this has been something that has been talked about for the last few years. Practically it's very hard to do and what we see.

231 "586983680" (586983680)
01:14:11.332 --> 01:14:30.450
No NO NO sorry sorry I'm saying till 05:26, what are the if you classify industry wise, basically there would be precious metal, auto answer the infrastructure data center to who when plus what are the new emerging

sector do you think for the next three year but what is the historical our industry classification?

232 "586983680" (586983680)
01:14:30.450 --> 01:14:35.455
Or Maybe our growth drivers.

233 "552343552" (552343552)
01:14:35.455 --> 01:15:08.600
Yeah, so I I think growth drivers, so if you if you take a look at the foundry market where the majority of focus is, I mean growth drivers continue to be infrastructure in Asia and automotive in other places, right? So, you know, I'm not certain that I have I can comment any more in terms of specific trend that we are seeing that is not visible to anybody else. You know, Africa is a country, of course, that we are also focusing on in terms of sort of driving the overall.

234 "552343552" (552343552)
01:15:08.600 --> 01:15:28.600
There are many indications that there will be a significant amount of spending in Africa. And what we are doing there is is strengthening our channels into the region, right? So it's not a region where Sophia's has apart from South Africa, Sophia's has presence. You know, we, we certainly won't be present in that geography but.

235 "552343552" (552343552)
01:15:28.600 --> 01:15:50.655
When it comes and FCIL product of course goes into South Africa and the gold refining markets, but we will seek to improve our, our distribution channel then reach into that region. In general infrastructure spending in in Asia though is still the big driver for us from the from the overall foundry market side.

236 "586983680" (586983680)
01:15:53.311 --> 01:16:11.074
I'm asking, basically historical industry classification, if I break up your revenue breakup basically how much is auto, how much is preci precious matter and how many any other new industry basically, if I take the last year classification, how much is automatic.

237 "552343552" (552343552)
01:16:11.074 --> 01:16:31.370
Yeah, so so speaking for FCIL in particular, I think about half our exposure comes from auto and about a 3rd roughly a 3rd from precious metals and that number changes for FIL because fil's product portfolio is a lot, was a lot different than ours. And when I say auto, I'm talking about the supply chain as well. So, thinking like alumina.

238 "552343552" (552343552)
01:16:31.370 --> 01:17:04.571
From scrap melters that feed the automotive foundaries, so that would be the, that would be the, you know, part of our foundry or automotive exposure for, for FCIL. So, you know, we, the, the diversification of markets that the combination of FI and FCIL brings is, is hugely additive because being a non farous focused company in FCIL, you, you tend to get a little bit segmented into, you know, certain portions of the market which you can now access with the help of file.

239 "586983680" (586983680)
01:17:04.571 --> 01:17:08.315
I'm not sure I'm answering properly because I'm not sure I'm understanding it.

240 "552343552" (552343552)
01:17:08.315 --> 01:17:22.628
Exactly what you're asking. But in general, just as a overall statement, you know, certainly we want to improve our, increase our exposure to all segments of the market and the FIL FCI combination is a good way to do that.

241 "586983680" (586983680)
01:17:22.628 --> 01:17:38.970
So in terms of synergies basically, obviously, Foreseco India actually acquired Pusher based on certain assumptions, right? And who will be benefit from synergies? Taking some portion of clients of pushable.

242 "586983680" (586983680)
01:17:38.970 --> 01:17:58.970
Where they very reported actually and how we love as a minority shoulders in subsidy company, how do we monitor those things? Because see we may never get reported and how you classify that? That's why I'm asking industry classification is very important in our business because any auto auto any most of the auto companies or crucials customer right now.

243 "586983680" (586983680)
01:17:58.970 --> 01:18:12.288
Friendly because it uses nonferess and is largely UV but some of those product clients also using for India's products. So where we get reported and who will be beneficiary out of this?

244 "552343552" (552343552)
01:18:12.288 --> 01:18:37.110
Oh, I mean, ok, certainly that mapping is completed, right? So, one of the things I was mentioning to previous speaker, I think is that the integration of the commercial teams between FIL and FCIL has progressed very well, which means we already know as a team, a customer that was buying FCIL proposal buying other products on FIL.

245 "552343552" (552343552)
01:18:37.110 --> 01:19:04.827
And the team's already working on the cross selling opportunity that that brings and and evening out the portfolio. So that is a key deliverable for the commercial teams, and it's an important part of their understanding in the market. So I think there's an inherent monitoring mechanism there. We want to maximize that, of course, because it's not just in India. We also want to do the same thing across the world. So this is the homework for us as part of the integration process and we will continue to focus on that.

246 "586983680" (586983680)
01:19:04.827 --> 01:19:24.450
And I guess our last question is a repetition for you. I'm also invested in for India, so for that I love I would love, I would like to extend this key, we should do a regular planned visits or maybe call once in a quarter or maybe some kind of planned visit or physical meeting if possible. That's, again, a special request from my side.

247 "552343552" (552343552)
01:19:24.450 --> 01:19:25.994
Okay, thank you very much.

248 "586983680" (586983680)
01:19:25.994 --> 01:19:28.996
Thank you very much. Yeah.

249 "2382449152" (2382449152)
01:19:30.957 --> 01:19:43.832
Thank you sir. With this we complete the speaker shareholder queries. Now I hand over the proceedings to the company secretary, Miss Pooja Jinder. Over to you ma'am. Thank you, Vineetman.

250 "2917853696" (2917853696)
01:19:43.832 --> 01:19:59.460
Thank you. On behalf of the company, I would also like to thank the shareholder for the query and continued interest in the affairs of the company. We appreciate the active participation and valuable engagement for our shareholders.

251 "2917853696" (2917853696)
01:19:59.460 --> 01:20:19.460
As we come to the close of the 41st annual general meeting, it is my honor to propose a vote of thanks to on behalf of the company. I sincerely thank each one of you for joining us virtually and for your active participation in today's proceedings. 1st and foremost I would like to express our heartfelt gratitude to our valued shareholders.

252 "2917853696" (2917853696)
01:20:19.460 --> 01:20:34.590
Your continued trust, confidence and support remain in the foundation of a success. Your faith in the company's region and strategic direction inspires us to continuously strengthen our business and create sustainable long term value.

253 "2917853696" (2917853696)
01:20:34.590 --> 01:20:52.260
I would also like to place on record a sincere appreciation to the chairman and all the members on the board of directors for their invaluable guidance leadership and stewarching. The board's collective wisdom strategic directions, state 1st commitment to the highest standard of corporate governance.

254 "2917853696" (2917853696)
01:20:52.260 --> 01:21:11.040
Ethics stakeholders validation have been instrumental in the company's continued progress and successful into integration into the group. A special note of appreciation goes to our senior management team and all employees of the India limited. The dedication.

255 "2917853696" (2917853696)
01:21:11.040 --> 01:21:28.830
Resilence, professionalism, commitment to excellence have been enabled the company to navigate a transformational year successfully. Their focus on safety, innovation, operational excellence, and customer satisfaction continues to drive the company's growth and performance.

256 "2917853696" (2917853696)
01:21:28.830 --> 01:21:44.010
We are equally grateful to our customers, suppliers, business partners, and thanks for their continued trust collaboration, and support. The strong relationships we share with all our stakeholders are fundamental to our long term success.

257 "2917853696" (2917853696)
01:21:44.010 --> 01:22:04.010
I would also like to extend our sincere thanks to auditors, consultants, rtas, regulatory authorities, stock exchange, government authorities for their valuable guidance, publishing and support throughout the year. As we conclude this annual general meeting, we look to the future with confidence and optim.

258 "2917853696" (2917853696)
01:22:04.010 --> 01:22:43.998
This successful integration into the group, our strong governance framework, dedicated employees, valued customers, and supportive shareholders provide a solid foundation for sustainable long term value and the growth. We deeply value the trust you have placed in us and remain committed to creating enduring value for all our stakeholders while pursuing the highest standards of ethics, safety, sustainability and operational excellence. With these words, I formally conclude the proceedings of the 41st annual general meeting. Thank you, stay safe and have a wonderful day ahead.

259 "552343552" (552343552)
01:22:43.998 --> 01:22:47.427
Thank you everyone.

260 "1380000768" (1380000768)
01:22:47.427 --> 01:22:50.593
Thank you, bye. Thanks to the chair.

261 "2364231936" (2364231936)
01:22:50.593 --> 01:22:52.988
So thank you all.