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Mr Smita Mishra - Good morning, ladies and gentlemen. I, Smita Mishra, company secretary of the company warmly welcomes you to all 29th annual general meeting of the company. In line with the circular issued by the MCA and Sebi, we are convening this AGM through video conferencing in compliance with the statutory requirements. The proceedings of this AGM are deemed to be conducted at the registered office of the company at 39th Kali Krishna Tagore, state Kolkata. I would like to introduce the esteemed member of the board and KMP including me on the panel. We have Mr Ashok Kumar Todi, whole time director and chairman, joining us from Kolkata. Mr Pradeep Kumar Todi, managing director, joining us from Mumbai Mr Navin Kumar Todi, executive director, joining us from Tirupur Mr Rahul Kumar Todi, executive director, joining us from Tirupur Mr Saket Todi, executive director, joining us from Kolkata Mr Udit Todi, executive director, joining us from Mumbai Mr Sadhu ram Bansal, independent director, joining us from Delhi Mr Ratnabali Kakkar, independent director, joining us from Kolkata Mrs Shashi Sharma, independent director, joining us from Delhi Mrs Rusha Mitra, independent director, joining us from Kolkata Mr Kumud Chandra Paricha Patnaik, independent director, joining us from Czech Republic Mr Rajnish Rikhy, independent director, joining us from Delhi and Mr Ajay Nagar, CFO joining us from Kolkata. Along with us we have key executive and senior management joining from their respective location. I would also like to mention that our statutory auditors SK Agarwal and Co. Chartered accountant LLP are being represented by Mr Hemant Lakhotia who are joining us from Kolkata. I would also like to acknowledge the presence of Mr Mohan Ram Goenka, partner of MR and associate practicing company secretary who is serving as the scrutinizer for this meeting and as secretarial auditor of the company. He is joining us from Kolkata. The notice dated the 14 August 2024 convening 29th AGM and along the annual report for the financial year 23 - 24 has been duly sent to the members by email only and is and is also available on the company's website as the requisite quorum for conducting the meeting is present. I request Mr Ashok Kumar Todi to take the chair and commence the proceeding of the meeting.

Mr Ashok Kumar Todi- Dear Shareholder of the company, with immense pleasure I welcome you all to the 29th AGM of the company. On behalf of the Board of Directors of your company Lux Industries Limited, I would like to extend my sincere thanks to all our shareholders for your continued trust and support in the company. Your presence today is a witness to the faith you have blessed in us and we deeply value your partnership in the journey. The annual report whether with audited financial statement and the directors report for the year ended the 31 March 2024 are already with you and with your consent. I will take them as read for the financial year 23 - 24. The board recommends the final dividend of Rs 2 per equity share in order to conserve resources for future expenses while ensuring the interest of the public shareholders remain protected. The promoter and promoter group members of the company have waved off the right to receive the final dividend for financial year 23- 24. We are grateful to Mr Mishra ji, Mr Ganguly and Mr Agarwal who were associated with the company for more than a decade and completed their tenure in March 24. For the valuable contribution to the company, I also take this opportunity to introduce Mrs Sarma, Mr Bansal and Mr Patnaik who

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joined the board of Director of your company in April 24 over the past few years Lux industries have undergone a significant transformation driven by our commitment to adapting and evolving in a rapidly changing market. This information has enabled us to significantly enhance our brand visibility, expand our product portfolio and strengthen our market presence. In the year 23, the third generation is assured to lead the company into its next phase Lux 20 with a renewed emphasis on innovation, diversification and sustainable growth. Despite the challenging market environment, the company reported its highest value of sales and second highest in terms of value during its existence we are present in 48 countries and aim to be in 60 countries by 25. We are increasing our reach to customer directly through online Ecom platform I have the pleasure to announce that our brand Lux Cozi, got the brand of year award and brand Lyra was recognized as India's most desired bottom wear brand. We are proposing the reappointment of Mr Pradip Kumar Todi as MD and the agenda is placed before the shareholders for approval. As I reflect on the past year I would like to express my deep gratitude to our board members for their support. The entire Lux family is their contribution to the company's success and our employees, shareholders, investors and vendors for the trust they have placed in us. Thank you and stay safe. Now I request Mr Pradip Kumar Todi MD to share his views on the performance of the company. Thank you

Mr Smita Mishra - Pradip sir.

Mr Pradip Kumar Todi- Thank you Mr Chairman for your insight. My fellow shareholders, I welcome you all to the Lux 29th AGM on behalf of the Board of directors I wish to thank each one of you for participating in this virtual meeting. Let me now give highlights on the growth of the company. Despite the industries muted growth and volatility in raw materials price, the company reported a 12% overall volume growth and improvement in gross margins by 150 bps. This improvement in gross margins our strong fundamentals and capabilities to perform during challenging periods. During the year under review, we have commercialized a 4,50,000 square feet state of the art manufacturing term warehousing facilities spread over five acres of land at Jagadishpur Hosier Park, Kolkata. This facility aims to enhance workflow by reducing vertical movement and supporting local economic growth through job creation, sustainability and industrial development. The company introduced Ranbir under its Luxury brand (Not Clear) extending its seasonal coverage throughout the year. --The company's commitment to process a complete and multi season apparel portfolio. Following the success of Lyra Lingerie lying for mid premium segment, the company launched a linguistics brand Lux Venus hub for the economic segment and its Lux brand Lux Venus, expanding its customer base and boosting profitability. The company also launched Lux Cozy Boys, a kids gear inner wear range under the brand Lux Cozi, for children aged 3 to 14 years **not clear** at Lux has transformed the company, enabling direct engagement with our 1.5 lakhs retailers and providing real time consumer insights. The ongoing initiative improves working capital cycles, inventory turnover, capital efficiency and margins will be reducing overhead. E commerce has become a vital part of the retail landscape and at Lux industries we are focused on implementing data driven strategy to enhance our online sales. Lux has always believed on giving back to society. This year, your company contributed an amount of 6.43 crores towards our CSR initiatives. During the year under review, our menswear, Flex brand Lux Venus, and

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Lux Cozi reported a volume growth of 15 and 5% respectively. Our prominent brand GenX and Lux charishma also delivered a significant volume growth. Our women's wear brand Lyra reported a volume growth of 11% generating revenue of Rs 370 crore. At Lux, we are hopeful that the company's take off, based on these initiatives shall translate into enhanced value for all stakeholders. I, on behalf of the board would like to convey my graduates to government, customers, banks, stakeholders, vendors and employees of their continued support. Thank you for your patience, hearing, wishing you all and your family's best regards for the upcoming festivals. Have a good day. Thank you.

Moderator- Smita Maam, can you unmute yourself and speak Yeah, you can speak now.

Mr Smita Mishra - Thank you sir, Dear shareholder, in accordance with the notification dated March 19, 2015 issued by the MCA and person to the provision of section 108 of Companies Act 2013, the Company Management and Administration Rule 2015 and the provision of regulation 44 of Sebi LODR Regulation 2015. The company has provided remote E voting facilities to all members through the services of E voting facilities on K fin, E voting platform NSDL and CDSL. In respect of each of the resolution contained in the notice convening this AGM, the remote E voting was available from the 22 September 2024 till the 25 September 2024. Mr Mohan Ram Goenka, partner of MR and associate practicing Company secretaries, is appointed as the scrutinizer for the remote E voting and also for the votes which may be cast electronically by members during the AGM. The statutory auditors and the Secretarial auditor expressed unqualified opinion in the respective audit report for FY 23-24. There were no observation, qualification or adverse remark on the financial statement and matters which have any material bearing on the functioning of the company. As mentioned in the notice, those members who did not or could not avail the remote E voting facility can avail of the facility to cast their vote electronically during the AGM on all proposed resolution through K Fin's Insta poll mechanism. The Insta poll facility will be activated at the end of the meeting. Members can avail of this facility and cast their vote on the proposed resolution. This facility is available only to those members, who have not cast their vote through the remote E voting facility provided earlier by the company. If any member has already voted in the remote E voting, he she will not be able to cast his or vote again through Insta Poll would like to draw your attention to the register of director and KMP and their shareholding as per section 170 and other statutory register documents as required under Companies Act 2013 are kept open and accessible for electronic inspection during the continuous of the meeting. I will now take up the formal item business of this AGM. Ordinary resolution number one to receive, consider and adopt the audited, standalone and consolidated financial statements of the company for the financial year ended the 31 March 2024, together with the report of the board of directors and Auditors thereon. Resolution number two ordinary resolution to declare a dividend of Rs 2 per equity share that is 100% of the face value of Rs 2 each for the financial year ended March 31, 2024. Resolution number three ordinary resolution to appoint Mr Ashok Kumar Todi, who retires by rotation in terms of section 152, subsection six of the Companies Act 2013 and being eligible, offer himself for reappointment as a director. Resolution number four ordinary resolution to appoint Mr Udit Todi, who retires by rotation in terms of section 152, subsection six of the Companies Act 2013 and being eligible offers himself for reappointment

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as a director. Resolution number five. Special resolution. Reappointment of Mr Pradip Kumar Todi as a managing director of the company. Resolution number six. Special resolution alteration of article of association by addition of new clause 290 a for waiver of dividend. Few shareholders have registered themselves as a speaker for raising queries question at the meeting. I now request the moderator to facilitate shareholder to speak in the sequence of their registration in the interest of time and to give adequate opportunity to all. I request speaker participant to be judicious in time and restrict the same to two three minutes. We will hear the queries first. After which chairman would give responses to your queries in consolidation or have them answered by senior executives of the company. Mr Moderator, you can take a speaker. You can ask the speaker now.

Moderator- Yeah, thank you, Madam, this is your moderator and we have register speaker we got 35 members as speakers for this particular AGM. So, I request these speakers to be a little judicious and just ask one or two minutes only the questions. The first registered speaker is Lily Pradhan. Lily Pradhan from Kolkata.

Mrs Lily Pradhan- Am I audible? Am I audible?
Moderator- You are audible.

Mrs Lily Pradhan- Very good morning all chairpersons and all team members. Myself Lily Pradhan from Kolkata. Attending the meeting through video conferencing. I am obliged that the management has given me the chance to speak at AGM. First of all, I would like to thank the board of directors. Respected chairman, respected MD, respected CFO, respected secretary with secretary team for the wonderful arrangement and guiding us. The advance for attending the AGM through video conferencing as a secretary. Very good. Appreciative personalized human being. Always coordinate with me if not shareholders. After all, very good investor services. Chairman sir. I am really proud to him to you for being polite, decent, hardworking and patience. Full behaviour chairman sir. Go ahead. Good wishes always with you. I hope under your leadership our company will better to better coming future sir. The company has reported profit in the previous financial year. And also has accumulated reserve issue of bonus share will broaden the company's investors base. Is this any plan to issue bonus share to the shareholders in the near future? What is the capex plan for the in future development? What is the aim and object of future development by AI technology? Have you any status of AI technology? Please must be considered the planned visit factory visit for encouragement. Please consider chairman sir. Consider the factory visit. And you are the last of the when our physical meeting you considered the company's product. But after VC you are nothing gift by company product. Please consider the company product as a woman speaker request always support women empowerment. Nothing more. Thank you. Thank you so much.

Moderator- Thank you madam. Thank you for your questions. We will go to the next speaker. Mr Bimal Krishna Sarkar. May I request Mr Bimal Krishna Sarkar to unmute your audio switch on your camera and speak please. Bimal Krishna Sarkar. Mr Bimal Krishna Sarkar I can see that you are joined through a mobile device. Can you speak please? Okay. As Bimal Krishna Sarkar is not able to speak, we will go to the next speaker. Santosh Kumar Saraf. May I request Mr

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Santosh Kumar Saraf to unmute your audio switch on your camera and speak please. Santosh Kumar Saraf is not available right now. We will go to the fourth speaker Jaydeep Bakshi. Mr Jaydeep Bakshi. Jaydeep Bakshi is also not available in the meeting. We will go to the fifth speaker.

Mr Jaydeep Bakshi- Good morning, good morning, Am I available?
Moderator- Yeah, yeah. Please, please proceed with your question please.

Mr Jaydeep Bakshi- Yeah. Good morning MD and chairman sir, myself Jaydeep Bakshi connecting from the city of Kolkata and want to convey my thanks for giving me an opportunity as a speaker. I extend my congratulations to the management for its commandment results. Sir, I am a minority shareholder so we are happy to see the next gen is coming up and taking the leadership. Sir, I believe Udit sir, Saket sir, Navin sir and Rahul sir are capable enough to take this company to a greater height. Sir, the visual of the annual report is excellent and appealing. So, with all the information in there in the pages. So further I would like to highlight an applause for the promoter's decision to waive their entitlement for the dividends which is a commendable and a rare gesture. Sir, I would also like to ask a few questions. So, what is our call on, e commerce in the coming years? Sir, as we have seen there is an always a volatility in the raw material prices. So, what is our plan of actions to address this and nothing to add more sir. So, wishing the entire team a continued success and prosperity for the future. Thank you, sir, for giving me an opportunity.

Moderator- Thank you Mr Jaydeep Bakshi. We will go to the next speaker. Celestian Elizabeth Mascarenhas, May I request Celestian Elizabeth Mascarenhas to unmute your audio switch on your camera and speak please. I think she has not joined the meeting so we will go to the next speaker. Atanu Saha. Atanu Saha, may I request you to unmute your audio and switch on your camera if possible and speak.

Mr Atanu Saha- Am I audible, Am I audible sir?
Moderator- You are audible. Mr Atanu, you can go.

Mr Atanu Saha- Yes. Good morning. It's Lux Industries Limited. My respective chairman and board of directors and our independent directors, our executive nonexecutive directors, our scrutinizer, our auditor, our register and also the committee. There also some. That is our stakeholder relationship committee, remuneration committee, other committees, risk management committees, auditors commission, other committees, all members and all shareholder present in this 2024 we are organizing its beautiful program and annual general meeting. Sir one thing I'm just informing as far as my previous shareholder already rise number of beautiful questions related with that particular area. Sir Matter of agent as he is concerned sir matter of dividend and also sir our Udit Todi ji and for matter of Ashok Todi ji reappointment and also Pradip Todi ji who is also matter of appointment and also the alternative articles which is dividend. Dividend which is waiver of dividend as a special resolution. Sir one thing I am just already cast in my vote sir matter of sir its dividend. It is a low dividend sir 8.97% dividend which is over last three years sir. And sir that is ROE. It's also anyhow good. It is 15% Lux this till three years sir matter of rating sir what rating we have sir

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matter of rating and also sir ESG rating is now it is going on. It is everybody. We noted it mandatory. Anyhow sir, I Atanu Saha I wish a good year ahead with good result and good dividend. Really, it's really good and good health to every employer and also our company secretary department, our CFO and company secretary Mrs Smita Mishra Ji who is always cordial with us, correcting on proper time and giving them that the link also I Atanu Saha I wish a good year ahead with good result and good dividend and good health to everybody sir. Thank you very much Have a good day, Thank you.

Moderator- Thank you, Atanu Saha ji we will go to the next speaker. Alok Kumar Pal. Mr Alok Kumar Pal may I request you to unmute your audio switch on your camera and speak please. Alok Kumar Pal from Kolkata. Sir I can see that you are joined through a mobile device. Can you just unmute your audio and speak please Mr Alok Kumar Pal as we are not getting any response from Mr Alok, we will go to the next speaker. Aloysius Peter Mascarenhas, Aloysius Peter Mascarenhas may I request you to unmute your audio switch on your camera if possible and speak please

Celestian Elizabeth Mascarenhas- Hello, Am I audible? Hello.
Moderator- Yeah, you are audible.

Celestian Elizabeth Mascarenhas- I am Mrs CE Mascarenhas. Next Celestine Elizabeth Mascarenhas. After me he will speak. Will it do? Okay. Respected chairman, other members of the dais, my dear fellow shareholders. I am Mrs CE Mascarenhas speaking from Mumbai. First of all, I thank the companies. I thank the company secretarial team for sending me an e annual report and also registering me as a speaker. But what I need a physical annual report because being elderly senior citizen I find quite difficult to read from the mobile. So, I hope you all will send me a physical copy. Now I go to the formal part. Very good working and very good. I also congratulate for all the awards and also good CSR work. Now my queries. I will not ask many queries. I am hearing so many people are asking and there are times so many meetings. My request, one query request is please keep the AGM in the latest by first week of September so that we can participate very nicely and we can hear your ear. We are struggling with now Mosground doc is going. I am just hearing because there are so many things in the Mosground doc. So, I am hearing the chairman speak at the same time I participated here. So then how much of we use AI, GAI in our operations. So, with this I hand over to Mr Aloysius Mascarenhas who is the next speaker. Maybe I after I receive the annual report, I may send my specific queries by email. Thank you so much.

Mr Aloysius Peter Mascarenhas- Hello, I'm the next speaker in the queue. Can I proceed sir? Mr Mascarenhas.
Moderator- Yeah, yeah you can immediately Go a head

Mr Aloysius Peter Mascarenhas- Respected chairman sir. Very distinguished members of the board and my fellow shareholders. Good morning to you all. My name is Aloysius Mascarenhas. At the outset I thank the management company secretary and team for sending me the e balance annual report which I received on time. It is full of information and informative and transparent and above all other into all the parameters required for a good

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corporate governance. Our results are very good as shown by facts and figures and I'm happy to be a proud shareholder of this company and also a proud user. I use the products for my daily use so it's very comfortable here. I would like our company to like other company like Page and VIP. They send us a very good discount and page and also send me three underwear. Yeah. So now I would like to know our page is so high and we are so low when we will come to that level at the page which is very high, highest in the market. So, I wish our company also one day we'll come to that level because our products are very good, very comfortable. Then I would like to know what is our future roadmap going forward and what is our new products we are going to. Because apart from underwear, whether any other sportswear or any other new products we are going to introduce that I would like to know. So now I don't want to ask many more questions because there are many meetings in the. In the today. So, in my speech wishing you personally all the board members and more importantly all the employees. All the very best in the days and years to come with this. Sir. Thank you very much. We are in the midst of a festive season. So, I wish each one of you a very happy festive season with this. Sir. Thank you very much. Good health. Good luck.

Moderator- Thank you, sir. Thank you very much. We will go to the next speaker. Ashit Kumar Pathak. Mr Ashit Kumar Pathak, may I request you to unmute your audio switch on your camera if possible and speak please.

Mr Ashit Kumar Pathak- Am I audible, sir?
Moderator- You are audible, sir.

Mr Ashit Kumar Pathak- Yes. Yes. Yes, sir. Good morning. Respected Chairman, Board of Directors, Company Secretary, fellow member joining at 29th AGM of Lux Industries Limited. My name is Ashit Kumar Pathak joining from Domjur, Kolkata. It is an honour to speak to you all today that this AGM. As a small shareholder I would to commend the management and entire leadership team for their exception at performance in what has been a challenging year globally. Sir, the management has waived their dividend and at the same time providing dividend to the shareholders. This is great. We see the young generation of Lux is now commanding the market and I believe they will be setting new industry benchmarks. Lyra brand has become a very popular and demanding even. We get calls from your support team for the product feedbacks which is exceptional and not done by most of the companies. I have seen raincoat from Lux. Venus is now available in the market. And the quality is really good. As we all know that the tastes and preferences of the customers keeps on changing. So, what we are doing to meet the changing demands of the consumers. जो दिक्ता है वो भिक्ता है What are our plan of actions to increase the visibility of our products especially using the social media platforms. I extend my gratitude to the management team and the board and the secretarial team at corporate office. They are unwavering dedication and hard work over the past years. Thanking you, sir.

Moderator- Thank you very much. Mr Ashit Kumar. We will go to the next speaker. Mr Subhash Kar from Kolkata. Subhash Kar from Kolkata. May I request Mr Subhash to unmute your audio switch on your camera.

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Mr Subhash Kar- Am I audible?

Moderator-

Yeah, Mr Subhash You are audible, sir.

Mr Subhash Kar- Thank you. The Respected chairman, board members and fellow shareholders. Good morning. And thank you for the opportunity to address this intimate gathering at our annual general meeting. It is truly an honour to stand before you and reflect on the incredible journey our company has undertaken. I have seen the annual report and the presentation is excellent and all the required information is there, sir. I welcome all the new three directors on the board and wish the company will grow more under their valuable guidance. Sir, the promoter has waived the dividend but rewarded the public shareholders. It is an excellent move, sir, and very rare in the industry. I would like to congratulate the entire promoter for this decision, sir. As we can see, the brand of the company performed really well. Lyra, GenX, charishma. So, I want to ask where we can see our company in the next five years and what are the future initiatives in your vision? Is there any new segment where the company is planning to venture out? In conclusion, I would like to extend my sincere thanks to both for their unwavering commitment and leadership which continue to inspire confidence in the future of our company. Thank you, sir. Namaskar.

Moderator- Thank you, Mr Subhash. We will go to the next speaker. Praneet Bommisetty, Praneet Bommisetty from Hyderabad. Not joined. Next speaker. Manoj Kumar Gupta from Kolkata. Manoj Kumar Gupta from Kolkata. Yeah. May I request Manoj Kumar Gupta to unmute your audio, switch on your camera and speak, please. Manoj Kumar Gupta from Kolkata. Okay. As Manoj is not able to join, we will go to the next speaker. 13th speaker of the day. Aspi Bahman shaw Bhesania, Aspi Bahman shaw Bhesania from Mumbai. May I request you to unmute your audio and speak, please.

Mr Aspi Bahman shaw Bhesania- Sir, can you see me and hear me?

Moderator- Yeah, we can see you and hear you, sir. You can proceed with your question, please.

Mr Aspi Bahman shaw Bhesania- Chairman. Sir, I'm Aspi from Bombay. Thanks for giving me an opportunity to speak. So, when the physical meetings start, please continue with hybrid meetings that people from other and Kolkata can also join. And please do not hold the meeting on the last week of September. When there are so many meetings, we have to run from one meeting to another. So, during the year, our top line and bottom line are almost flat. Whereas in quarter one year on year our revenue is flat, but profit has double. So, what is the reason for that? And which margin is maintainable? The quarter one margin or the full year margin? So, nobody contacted me. I would like somebody to contact and give some alternate phone number that we know whom to contact in case of any problem. And kindly note that K fin tech never informs the speaker number, so it's a duty of the secretary to inform the speaker number. Especially when there are so many meetings going on. So how much is the split between our online and offline sales? So please also send me a physical annual report. And what is our market share and how do we propose to compete with page industries who is almost a market leader. So, who is our brand ambassador and how much do we pay that person? So, I congratulate Mr Ashok Kumar Todi, our chairman for receiving Bharat Samman

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award 2023 at the House of Lords. And I hope he continues to do good service so that he gets more and more awards. I'm not more interested in dividend although I appreciate the promoter waving is dividend. I would like the share price to go up and up like page industries. Thank you very much and all the best for the future.

Moderator- Thank you, Aspi. For your questions we will go to the 14th speaker of the day Praful Chawla from Hyderabad. Mr Praful Chawla, may I request you to unmute your audio or switch on your camera and speak please. Praful Chawla sir. I can see that you unmuted your mobile audio. You can ask your question please.

Mr Praful Chawla- हैलो मेरी आवाज आ रही है

Moderator- आ रही है सर आप अपना प्रश्न पूछ सकते हो सर

Mr Praful Chawla- चेयरमैन सर बोर्ड ऑफ डायरेक्टर्स मेरे साथ ही शेयर होल्डर्स सर आपका एटीएम रिपोर्ट हार्डकॉपी के लिए रिक्वेस्ट किया था नहीं मिला है परंतु मैं एक बात देखता हूँ की बड़ी बड़ी कंपनी का एजीएम रिपोर्ट में महीने में रेडी हो जाता है तो आप एजीएम मीटिंग करते हैं कोई डाइरेक्टर लंदन बैठते हैं कोई अमेरिका बेचते हैं तो भी मीटिंग कर सकते हैं कोई ऐसा डाइरेक्टर को पूछने की जरूरत नहीं है की मीटिंग में आएँगे या नहीं आएँगे कंप्लीटली आ जाते हैं तो आप क्यों मीटिंग लेट करते हो मीटिंग का जल्दी कर सकते हो अभी भी मेरे आगे के स्पीकर भी बोले की भेड़ सारी मीटिंग है तो बोलने का मौका नहीं मिलता है तो ऐसा नहीं होना चाहिए थोड़े शेयर होल्डर ने अपने ब्रांडेड से भी के बारे में बात किया सर ब्रांडेड नहीं रखे तो चलता है क्या है वो लोग अपना प्रॉडक्ट लेने तो ये माल बिकेगा अपना प्रोडक्शन नाम है लक्ष्य ऐसा नाम है सबकी जुबान पर चढ़ गया है सबको नाम आता है फर्स्ट नाम वो ही लेते है प्रॉडक्ट जब खरीदने को जाते है तो वही नाम लेते है वो प्रॉडक्ट नहीं मिला तो दूसरा प्रॉडक्ट लेते हैं इतना अपना ब्रैंड नाम बन गया है तो अपने जो कंपनी में पैसे बैंड के पीछे लगाते हैं इससे पैसे अपने कंपनी के प्रोडक्ट्स में कम रेट में भी बेच सकते हैं ऐसा कुछ करे तो अच्छा रहता है सीए असर में अच्छा काम हो रहा है और आगे फ्यूचर में कंपनी क्या करने को जा रही है उसके बारे में बताएंगे सर मैंने देखा कि अपना प्रोडक्ट्स गुजरात में है और महाराष्ट्र में कम दिखते हैं और नोट्स में ज्यादा देखते ऐसा कुछ मेरे पास रिपोर्ट है तो इसके बारे में बताएंगे वो शेयर होल्डर काफी मेहनत करके आपके पास स्पीकर पे आते है तो स्पीकर को आपका प्रॉडक्ट भेजना चाहिए आने वाले फेस्टिवल की शुभकामना धन्यवाद

Moderator- thank you. Mr Praful Chawla just now got a message from Mr Manoj Kumar Gupta. Mr Manoj Kumar Gupta. Can you unmute your audio and speak please

Mr Manoj Kumar Gupta- Hello. Good morning, respected chairman, board of directors, fellow shareholders. My name is Manoj Kumar Gupta. I have joined this meeting from my residence

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Kolkata. I feel proud to be a shareholder of Lux, sir. First of all, I wish to God for your healthy and prosperous safe long life. We always want to see you in healthy and prosperous safe long life. Because the city of joy and you peoples can't forget your family's contribution in the heirs, community and society. You both brothers are always ready to help to any person without cast greed colour. And I've seen your both brothers' nature that how you are very kind to help the peoples. Sir this is very good decision and very excellent decision for the non promoter dividend. After a long time, I find that the promoter is not going to take the dividend and they are willing to pay the dividend to the shareholders. It's a good sign and thanks for your excellent CSR. CSR should continue and your brand is very popular. Make it go global and how you face the competition now the big giants has also entered like Aditya Birla Group, Tata Group has also entered in this business. So how you face the competition in this business and your two brands are very popular. Lyra and Venus. So, Venus and Lyra is very popular and make it global and make it possible to reach every house. Because this is the household product from children to a senior citizen. So, take a positive step. And I thanks to Mr Udit Todi, he's a very aggressive, very dynamic and very young and we believe that is under his leadership company will more grow. And thanks to Mr Pradip Todi for his leadership. In the interest of employees and the investors I wish to work for your both brothers healthy and prosperous lifelong life. And I strongly support all the resolutions with the hope that we will get good return in coming time. Either you poll the AGM last week or first week we have to meet you and we have to see you in a good health and in the interest of the investors and the employees and I thanks to the company secretary and the team to help us to join this meeting through VC. Thank you.

Moderator- Thank you Mr Manoj for your questions we will go to the 15th speaker of the day Ramesh Shankar Golla. Mr Ramesh Shankar Golla from Hyderabad not joined the meeting. We will go to the next speaker. Sonakshi Sarangi from Bengaluru, Sonakshi Sarangi from Bengaluru. May I request you to unmute your audio switch on your camera, if possible, speak please.

Mr Santosh Kumar Saraf- Hello.

Moderator-

Yeah you can Proceed with your question please.

Mr Santosh Kumar Saraf- Yes, just a minute. रेस्पेक्टेड माननीय सभापति जी उपस्थित निर्देशन मण्डल के सदस्य कर्मचारीगण मैं संतोष कुमार सराफ सोनाक्षी सारंगी ने जॉइंट होल्डर बोल रहा हूँ आशा करता हूँ आप लोग इस समय सब अच्छे स्वास्थ्य में होंगे खैर सर कंपनी हमारी अच्छी परफॉर्म कर रही है मेरे दो चार हैलो हैलो आवाज़ आ रही थी सर कंपनी अच्छा परफॉर्म कर रही है इसलिए हमारे जीतने भी डाइरेक्टर हैं जीतने भी कर्मचारी भाई बहन हैं उन सभी को शुभकामना देता हूँ और भगवान से प्रार्थना करता हूँ कि उनकी फैमिली जो सजाई जाती है उनका भी आभार प्रकट करता हूँ सर हमारे कैप इक्स्प्लैन क्या इसके बारे में बताइए कैसा और हमारे यहाँ प्लैन्स हैं वहाँ पे आपने 16 की क्या वेबसाइट की है इसके बारे में बताइए ऐसा एक एनर्जी की कुछ दिन ब दिन बढ़ती जा रही है तो एनर्जी ऑडिट के लिए क्या कदम उठा

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रहे हैं सर मैं सोमवार साल में दो बार जरूर कराईये सर एक फायर सेफ्टी के लिए क्या कदम उठाए हैं आज क्या आप जानते हैं फाइर का ऐक्सिडेंट बात तो बात तो हॉस्पिटल भी उनसे बची हुई नहीं है अच्छा आपसे रुकते ही फायर सेफ्टी के लिए फायर के ऑडिट भी साल में दो बार कराई है जिसे हम सेफ रहे सर सर छह सर जो आप करते हैं उसकी भी माइक्रोटेक जरूर करवाइए सर क्योंकि लोग पैसा तो ले लेते हैं लेकिन एक्चुअल जो स्टाफ के लिए पैसा देते हैं सब स्टाफ के लिए खर्चा नहीं होता निज की ऑडिट करवानी भी जरूरी है सर सर आर्टिफिशियल इन्टेलिजेन्स का ज़माना है हमारी प्रोटेक्शन बढ़ाने के लिए हम आर्टिफिशियल इन्टेलिजेन्स का किस कर सकते हैं कंपनी में ये भी बताने का इसके लिए कैसा है एक हमारी कंपनी की रेटिंग क्या है जी का स्कोर कितना ये भी बताना कीजिएगा सर सर हमने कितना रिड्यूस किया लास्ट ईयर और आगे जीरो कार्बन एमिशन का हमारा क्या टारगेट है इसके बारे में जरूर बताइए सर ज्यादा कुछ नहीं सर बस आप जीतने भी डाइरेक्टर है जितनी वे हमारे कर्मचारी भाई बहन है उनको और उनकी फैमिली को फाइनेंशल ये 2024-25 की शुभकामना देता हूँ अब वहाँ से प्रार्थना करता हूँ ये फाइनेंशल ईयर 2024-25 आप सभी के लिए हेल्दी वेल्दी के साथ बीती आने वाले त्योहार की आप सभी को भी शुभकामना देता हूँ फैमिली के साथ मेजर ये त्यौहार है आपकी जिंदगी में हँसी और खुशी लेकर आए इसके साथ तो जो रीजनल चोर हैं उन सबके बीच आपको और हम अपनी फैमिली को जो हमारे कर्मचारी और उनकी फैमिली को देता हूँ साथ में से हमारी जो मॉडरेटर के हिसाब उनको भी शुभकामना देते तो भी वन ऑफ द बेस्ट सर्विस इन दिस इस इनको भी काफी अच्छा है और सर मेरी भाँति सब एक थी जिसे जौन नहीं करते रहो या मुझसे नाम निकल गया उसने ऑलरेडी प्रश्न आपको भेज दिए जरूर देना चाहिए क्या कीजियेगा जहा जहा बाद राम राम

Moderator- thank you very much for your questions. Please we will go to the next speaker, 17th speaker of the day Abhishek J from Chennai. May I request Mr Abhishek to unmute your audio switch on your camera if possible and speak Abhishek J from Chennai

Mr Abhishek J- first of all, I congratulate the management on the eve of annual general body meeting the trust all is well with you and your family in this challenging situation. Company deserves much more respect than the current market cap. After completing more than a decade of successful operations, profitability and becoming one of the strongest brands in the respective segment, how many employees is there in the company? What are the steps being taken under management to reduce the other expenses, legal professional charges and the audit fee of Approximately **not clear** seven months associates? I would request management of the company and we will be glad to extend our services. Then finally try to consider hybrid AGM in the years to come because most of the senior citizens are not able to join because of the digital challenges in the virtual platform. So, you can consider hybrid AGM. They have become more number of participants, shareholders can join in the meetings. You can get the

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valuable points, additional ideas that will be helpful for the management to empower in the coming future. So kindly try to consider sir and also try to give us a link in the K fin portal where we exercise the rebooting and where we get access to dimensional body meeting as well. Kindly update a link for the instructional documents of the register, members of KMP and additional contracts so that the shareholders can very well inspect these documents online itself. But they may not reach out to you and later they are seeking for all these topics. So, then I would request you to kindly consider being a leading company to consider the AGM the first week of September because there's a lot of traffic in the NSGT, Excel and the K fin portal. We are not able to join most of the AGM that is getting server letters. So kindly try to convey meetings in the first week so we are not able to cast our votes. Also for most of the account so kindly try to convey the meeting so that more number of participants can be there and I would request you to kindly arrange for a plan visit for the shareholders sir I would request you to kindly arrange for the hospitality for the investor fraternity at least who have joined this virtual conference and made this annual general body meeting 29th annual general body meeting a grand success now two more shareholders Sir Mr AV Mani Sundaram and Mr P Jai Chand they are also registered speaker shareholders who have joined this virtual conference but they are not able to join in the k fin portal because of the technical challenges in this K fin portal once we receive a call, it gets disconnected so there are a lot of challenges in the K fin portal sir so kindly give them a chance and opportunity to speak from the same device they will announce their volume numbers before they speak sir now Mr P Jai Chand will join in and speak from the same device just a second,

Mr P Jai Chand- Sir Mr P Jai Chand IN 301 637 41159143 good morning respected Chairman, Board of directors, secretary and his team and my fellow shareholders I and my family are proud shareholder company from the date of ICO I request the management to reduce the expenditure as cost cutting effective wherever possible I request the management not to take away the maximum profits into reserves and also consider bonus issue to the shareholders sir the only grievance of shareholder is expecting better dividend and appreciation of share price what are the future expansion plans? How are we going to withstand that competition? I wish all great success I wish a company will touch sky heights the management with great efforts and hard work have established a company granted as number one the corporate governance is wonderful the turnover and profits have increased it's a joyous moment all credits goes to the management side right Time to reward the shareholders sir I request the management to conduct the hybrid fiscal AGM coming future I hope the management will not let down the shareholders who have stood behind in second sins I request the management to be magnanimous open hearted in declaring the better dividend to the shareholder especially the senior citizens who are dependent on this share dividend sir, please elaborate how the management comes to conclusion while declaring the dividend to the shareholder sir I thank the management for giving me the opportunity sir please consider the hospitality part of the shareholder sir thank you very much, sir one more shareholder Mr AV Mani Sundaram will join from the same device sir, please kindly permit him

Mr AV Mani Sundaram- Good morning, everybody I am shareholder AV Mani Sundaram Lux Industries AGM 29th AGM I very proudly attend this meeting by means of video conference

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lot of difficulties I have three times I have joined and the network is not stable unstable. So, I requested to our friend is giving a chance to join the meeting and also it is also slowly rotating not to connect. I appreciate this annual general body meeting by video conference. Good. Transparent in annual report. Good hospital good visible policy corporate governance very good sir. And very busy. **Not clear** You can connect the AGM because lot of

Moderator- sir Mr AV Mani Sundaram, can you reduce the voice from your very loud Actually.

Okay sir, and also very good CSR activity. We are happy we have what we have invested in our Lux Industries is very happy sir. It is growing grow as a very big tree. Please consider hospitality of product sample to the shareholder who have attended meeting by means of video conference. Sir. Thank you. Thanks a lot. And also, we have water to the Lux Industries power to the management. Please consider hospitality. Thank you. Thanks a lot sir. Plan to visit this request.

Moderator- Thank you very much. Mr Abhishek. Mr P Jai Chand, Mr AV Mani Sundaram we will go to the next speaker Bharti Saraf. May I request Bharti Saraf to unmute your audio switch on your camera and speak please. Bharti Saraf is not there. Next speaker. Sudipta Chakraborty. Sudipta Chakraborty. Sudipta Chakraborty is also not joined. Indrani Chakraborty yeah. Indrani Chakraborty is joined. May I request Indrani Chakraborty to unmute your audio and speak please. Indrani Chakraborty

Mrs Indrani Chakraborty- am I

audible?

Moderator-

Yeah, you are audible. Proceed with your question please.

Mrs Indrani Chakraborty- Very good morning, sir. I am Indrani Chakraborty attending VC from Kolkata. A small shareholder of your company. At first, I congratulate my company secretary, board of director and my fellow shareholder to give me a chance in this platform I casted vote along with my family member in favour of you in this AGM. I believe my company will perform better to better in coming future. Nothing more to say. Happy nice day. Sir. Sudipta Chakraborty mic not available this mic he told me.

Mr Sudipta Chakraborty- Sir, I am Sudipta Chakraborty Can I speak sir?

Moderator- Yeah. Proceed sir. Proceed sir.

Mr Sudipta Chakraborty- सर मेरा मोबाइल में थोड़ा डिस्टेंबेंस है इसलिये सारी सर Sir, I am a small shareholder of Lux Industries. At first, I congratulate my company secretary, board of directors and fellow shareholders to give me a chance to speak something in this platform. Sir, I believe my company is in strong hand and it will perform better to better in coming future for your honesty, dedication, devotion and determination. Sir, share price is growing day by day. It's very pleasant for the shareholder. I just want to know how can you control your liabilities and interest cost and second question is how would you implement green energy in your industry? Sir, lastly, I want to say please give some reward for the attending member and try to arrange a factory visit. Thank you, sir. I know you are always with minority shareholder. Thank you everybody. Have a nice day.

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Moderator- Thank you. Indrani boardroom. Can you be onto the mute mode please? Smita ma'am, just don't unmute because it's. It is echoing. Actually, I will tell you during once the all questions are completed, I will tell you that time. You please unmute that Mic please. We will go to the next speaker. Yusuf Yunus Rangwala from Mumbai may request. Yusuf Yunus Rangwala. Okay. Yusuf Yunus Rangwala is not joined. Go to the next speaker. Keshav Garg. Mr Keshav Garg, may I request you to unmute your audios switch on your camera and speak please. Mr Keshav Garg. Sir, you need to unmute your audio and speak please. Mr Keshav Garg. As Keshav Garg is not able to join, we will go to the next speaker. Gautam Nandi. Gautam Nandi. Gautam. Gautam is also not joined. Go to the next speaker, Sanjog Saraf. Sanjog Saraf. Also not joined. Archana J. Archana J also not joined. Rishikesh Chopra. Rishikesh Chopra HUF not joined. Archana, not joined. Arati, not joined. Shyam Sundari, not joined. Then we will go to the old speakers who have requested once again to join. Bimal Krishna Sarkar. Bimal Krishna Sarkar, may I request you to unmute your audio and speak please. Bimal Krishna Sarkar. Sir, I can see that you are joined through a mobile device. Please unmute your audio and speak please.

Mr Bimal Krishna Sarkar- Hello. Hello. Am I audible? सर अवाज अरहा हे

Moderator- सर सुनै दे रहै आप अपना वीडियो बंद करके बात कीजिये सर आप मोबाईल से जॉइन कर रहे हो नेटवर्क इश्यु होगा

Mr Bimal Krishna Sarkar- सर ठीक है

Moderator- अभी आप कोशन पूछिए प्लस

Mr Bimal Krishna Sarkar- Very good morning, everyone. I Bimal Krishna Sarkar joining from my residence Kolkata. Respected chairman Ashok Kumar Todi ji MD and other board members and shareholder present in the VC meeting. I thanks to the company secretary Smita Mishra ji, our secondary department Ankit Giri ji, our general manager Pradip Kumar, Excellent investor service. Sir, I being a small shareholder and I feel great to speak before you today. This 29th AGM, MCA has again extended the online AGM for another one year. This is good for us. We can attend the meeting from our own location and therefore can attend many meetings. I like to congratulate the MD sir on the successful commissioning of our of new state of the art manufacturing and wires housing facility located at Jagadishpur, West Bengal. Sir, I. Please tell us something more about the plant and arrange a visit for shareholder to the plant. It is my humble request on behalf of my all shareholders, sir I have seen the company is now operating vertical wise and also publishing segment reporting. The performance of the vertical be is outstanding and for that I would like to congratulate Mr Udit Todi for the commendable leadership. What is the future plan of the company? Thank you for your trust. Together let us move forward a future of shared prosperity.

Moderator- Thank you sir. Thank you for your questions. We will go to the next speaker. Next speaker is Bharti Saraf from Kolkata. Bharti Saraf from Kolkata may I request you to unmute your audio switch on your camera if possible and speak please.

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Mrs Bharti Saraf- Thank you, chairman and the esteemed board members. My name is Bharti Saraf a shareholder from Kolkata. Due to my ill health, I was not able to join today. I would like to thank you for letting me express my views through this recording sir since our company's performance has been really good, I would like to thank all the stakeholders for this. I have a couple of queries. First of all, what is the company's plan for capex? And secondly, what is company doing with regards to women empowerment? Thank you.

Moderator- Thank you very much for your short questions. We will go to the last speaker of the day Alok Kumar Pal, we have request. We request Alok Kumar Pal to

Mr Alok Kumar Pal- sir I am audible?

Moderator-

Yeah you are audible sir. Proceed with your question please.

Mr Alok Kumar Pal- Okay. Good afternoon, everybody. Myself AK Pal respected chairman sir and MD sir. Thank you for providing me the opportunity to speak. Last year was a challenging year but the company could maintain the growth and perform well. It is really commendable. I am old shareholder of this company and get dividend every year. Thank you, MD sir and chairman sir and the entire board. We wish that the performance continues in the upcoming years and we have a rich investor experience. I want to congratulate chairman sir and managing director sir for leading the company to such an outstanding performance. I have noticed from the annual return that Lyra has performed well and report a decent volume growth. Credit goes to our young and dynamic Mr Udit Todi. Lyra has set a trend for woman's wear I have seen the Lyra innerwear, is also available in the market and the quality also very good compared to the price charged. Recently I have seen some advertisement for our product. If you can give some highlights on the same and also, please highlight the company initiative for use of rain renewable energy wishing chairman sir and MD sir and other board members. All the best for the future. Thank you, sir, for patient hearing

Moderator- Thank you very much Mr Alok Kumar Pal. With this we have given enough opportunity to all 35 speakers. Now the dice is given back to Boardroom. Board room. You can unmute your audio and speak please. Smita ma'am.

Mr Ashok Kumar Todi- Thank you, I request Mr Saket Todi and Udit Todi to give answers to the queries and questions raised by the shareholders.

Mr Saket Todi- Thank you to all the shareholders for such brilliant questions and to enlighten the rest of the shareholders by it. So, I would like to start by saying regarding few questions were regarding the e commerce and its future. So, e commerce two years back constituted to around 1% of a total sale. And last year we closed to around 2% of a total sale. So, it is growing on a rapid basis and the growth in the e commerce section is much higher than the growth in the generated section. Secondly, the low dividend which was given washing due to reserving the cash flow of the company for future expansion as well as a requirement for the future growth. So that is the reason the company decided to wave off the wave of the dividend for the promoter group and to reward the shareholders as much as possible. The energy consumption is. The details of the energy consumption is given in the BRSR report of the annual report. So, we can have a look into it and see the details of it. Whereas the process as

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a company which we follow comes under the white category of the Pollution Control act of the state government. So, ours. So, our processes are no polluting processes. As well as regarding the energy consumption, we have installed 1 mw solar plant at our flagship unit in Dankuni. And also. And also, regarding the long-term rating, we are standing at AA. And regarding the short-term rating, we are standing at A one. Social media is playing a very important role nowadays and we are seeing that more and more people are getting attracted. The consumers are getting attracted to a social media than the regular media. So definitely our focus towards the social media. Advertising is much more but still it again plays a very small role in the total advertising budget. But definitely the growth in spend in social media is much more than the growth in spend in regular media. Again, thank you for all the shareholders for participating in this board meeting and giving us an opportunity to interact with all of you. And I hope that we are being able to solve all your questions. Now I would request Mr Udit Todi to answer the rest of the queries to the shareholders. Thank you.

Mr Udit Todi- Good afternoon to all the shareholders. Thank you for taking out your special time and becoming part of this Lux 29th AGM and thank you for all the comments that you all have made regarding the overall performance of the company. As far, there were a few questions which were raised about the credit rating which have already been addressed. We would also like to say that overall, the debt level of the company is very much in control and very low and overall, the company would be in a net cash position. So going forward, the company. Someone had also asked about the capex plan. So current year Capex, we're looking at about roughly 77 crores and next year we'll be looking at about 40 to 45 crores of capex going forward. As far as the dividend policy is concerned, last year we made a remarkable move. I think very few people in the listed space have done this before, where the promoters have actually decided to wave off their right to dividend. But we still did not want the shareholders, the common shareholders, to lose out on the opportunity of dividend, which is why we decided that the general shareholders would still enjoy the dividend which the company always pays out. As far as solar initiatives are concerned, we have already. We've been one of the early members to adopt solar energy about six, seven years ago. And we would also like to mention that even in the current year, the company is further upgrading its capacity and installing solar plants at its other production facilities also. So, we, as part of, as part of responsible citizens of Earth, we also believe that it is our duty to maintain and preserve mother nature when we are going ahead and acting responsibly as far as growth and overall vision of the company is concerned. We believe that today, maybe after Page Lux Industries would be one of the biggest players in this current segment. And even five years down the line, the company would still be doing and growing fairly well and ahead of its peers. With this, we feel we have addressed most of your queries and we'd also request the company secretary to try and accommodate as many speakers as we can. And a lot of speakers have requested for hard copies of the current report. So, all of the speaker, all of the speakers who have requested for a hard copy may request the company secretary to send it out to them as fast as possible. Thank you.

Moderator- Board room, please unmute your audio and speak, please.

Mr

Smita Mishra - Thank you, sir.

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Mr Ashok Kumar Todi- Thanks a lot, members, for your queries and interest in the operation to the company. To the best of my knowledge, belief and capabilities, we have tried to answer your questions to the best extent possible. If any of your questions have not been answered, please write to investors@luxinnerwear.com thank you.

Mr Smita Mishra - Thank you, sir. As all the items mentioned in the notice of 29th AGM of the company have been taken up. I request those members who have not cast their vote earlier through remote E voting cast their votes available at the Insta poll facility. This facility is available on the left hand, corner of the video conferencing screen in the form of thumb sign. Member can click on the same to reach out to the Insta poll page and vote. Since the voting is in process, the result will be declared by the company within two working days of the conclusion of the AGM as prescribed under applicable laws and regulations. I now wish to draw the attention of all the member. That E voting platform provided by K fin tech will remain open for about 15 minutes. I thank all the shareholders for connecting with us today. I also thank the K fin team for facilitating the VC which enable connecting with our shareholders across the world and the other service provider for ensuring seamless conduct of the method. Thank you.

Moderator- Now the Insta Poll facility would be there for next 15 minutes. Voter's shareholders who have not casted their vote earlier can vote now.