

CHAIRMAN'S ADDRESS AT THE 35TH ANNUAL GENERAL MEETING OF POCL ENTERPRISES LIMITED

Ladies and Gentlemen,

Good Evening!

It gives me immense pleasure in welcoming you all to the 35th Annual General Meeting of POCL Enterprises Limited. I would like to start by thanking you all for reposing your continued trust and support to our Company. It's indeed an honour to serve as your Chairman, and I hope that together we will be able to work towards achieving our ambitious goals.

Like the previous years, this year's AGM too is being hosted on a digital platform. As we gather again virtually to discuss the progress made in the by gone year, it is a pleasure to host you. On behalf of the Board of Directors of POEL, I thank you for making time to join us today. As the Chairperson, I have witnessed the significant growth of our organization in comparison to the previous years. It gives me great joy to share that we have reported a significant growth in our annual performance, with historic highs in terms of revenue, net profits and cash flow generation during the year.

Let me now briefly touch upon the overall economic environment before I share my thoughts on our Company's performance in FY 2022-23.

Global & Indian Economic Scenario

During the year 2022, the global economy has experienced a slowdown, accompanied with an estimated growth rate of 3.4% according to International Monetary Fund (IMF). This deceleration was induced by the global pandemic, followed by the conflict between Russia and Ukraine leading to an increase in the global inflation index. This led to the unprecedented, synchronized increase in policy rates by the Central Banks across all economies led by the Federal Reserve. The rate hike by the US Fed reserve drove capital into the US markets causing the US Dollar to appreciate against most currencies. As a result, current account deficits (CAD) widened and inflationary pressures in net importing nations intensified. The rate hike and persistent inflation also led to lowering of the global growth forecasts by IMF. The Russia-Ukraine conflict and the rise in central bank rates to fight inflation continues to put pressure on economic activity in year 2023.

Despite weaker global growth during the current year, there is indeed a room for cautious optimism about a subsequent recovery, as global financial markets have held up reasonably well.

Indian economy proved to be on the upswing, presenting a robust picture with strong domestic impulses, outweighing the negative global slowdown effects. India's sound macroeconomic fundamentals, provides comfort amidst global economic and fiscal risks, with moderating inflation, easing current account deficit, and improved foreign exchange reserves. The growth of the Indian economy in the FY 2022-23 stood at around 7.2%. A vital catalyst for the Indian economy in the present year has been the central government's capex, which witnessed an impressive growth rate of 63.4% during the first eight months of the year 2023. This surge in Capex has played a pivotal role in driving the Indian economy forward.

According to IMF estimates, the Indian economy is expected to grow by 6.1% in the fiscal year 2024. These growth estimates stem in part from the Indian economy's resiliency, as evidenced by the resurgence of private consumption, which has replaced the export stimuli as the leading driver of growth. The uptick in private consumption has also given a boost to production activity resulting in an increase in capacity utilization across various sectors.

Today, India holds a prominent place among the world's largest economies. While the major global economies are still weighed down by stagflation, Indian economy has shown resilience and is optimistic to offer a continued growth momentum in the upcoming years.

Performance for FY 2022-2023:

Let me now dive into your company's performance in FY 2022-23. In a year marked by heightened geopolitical and macroeconomic headwinds, your Company has delivered a pliant performance, coupled with noteworthy achievements.

I am more than pleased to share with you all that in the FY 2022-23, we have recorded an all-time high turnover of Rs. 874.36 crores as compared to the turnover of Rs. 497.83 crores earned in the previous year showcasing an ascension of 75.63% in revenue. This significant increase in total turnover reveals the growth of POEL. During FY 2022-23, we have delivered profit after tax of Rs. 1,289 Lakhs in comparison to the profits of Rs. 337 lakhs made in the previous FY. One of the resounding successes of last year was the addition of new OEM's in both the battery as well as Tyre sectors, which has helped in achieving record high sales as well as the profitability. This in-turn has tantamounted to further increase in the demand for our products, thereby resulting in higher sales both domestically and internationally.

The EBIDTA for the year stood at Rs. 29.17 Crores as against Rs. 11.69 Crores in the previous financial year. The earnings per share for the year ended March 31, 2023 was Rs.23.12 as compared to Rs. 6.05 in the previous year.

Let me now brief you about the growth of our operating segments. At POEL, we have three business segments – Metal, Metallic oxides and Plastic additives.

During FY 2022-23, our Company has achieved a tremendous growth in the Metallic Oxides and Metal segment.

There was a magnificent contribution by our Metal segment in FY 2022-23. We have recorded a total revenue of Rs. 602 crores as compared to Rs. 291 crores earned in the previous year. Further, the revenue from Metallic oxides segment, was Rs. 355 crores as against Rs. 182 crores and of Plastic Additives segment was Rs. 72 crores as against Rs. 59 crores, earned in previous year.

The share price of our Company as on April 1, 2022, was Rs. 76.90 per share. The profitability and growth forecast stood well appreciated by the market taking the POEL shares to record high of Rs. 223.95 per share. Our POEL is growing day by day and these achievements are just the beginning, and we are more than confident that the growth momentum will continue in the coming years.

We, at POEL also consider people's safety as our priority and have implemented all possible measures to identify the gaps and ensure zero fatalities across all our operational units. Further, we also have a robust recruitment strategy in place, in order to encourage our team to have a diverse and inclusive workforce and also hereby promote gender, geographical, cultural and racial inclusivity thereby committed to develop a conducive and comprehensive work environment. At POEL, women are working and flourishing in all the key functional heads and we are all proud of them. I am happy to share that strong foundation, evolving strategies, and a future-driven approach, drives the growth of POEL. Using the right technology, deploying the right talent and through empowering our young leaders, we are confident about the unparalleled growth of POEL.

I am more than delighted for thanking the Marketing, procurement, production and finance teams of POEL for their relentless dedication, hard work and for their invaluable contribution in the growth of POEL. I am confident that together we can scale unfathomable heights.

DIVIDEND

Based on the Company's performance, your Directors are pleased to recommend a final dividend of 20% i.e., Rs. 2/- per equity share of Rs.10/- each, for the year ended March 31, 2023 out of the current year's profits for its shareholders. We will continue to work towards getting maximum value for our shareholders in the coming years.

OUTLOOK AND MOVING FORWARD

Demonstrating a splendid performance in the FY 2022-23, your Company is now strategically positioned to amplify its growth trajectory. We are expecting a positive growth and are concentrating on improving the margins of all our segments. During the Q1 of FY 23 - 24, we have achieved overall sale of Rs. 218 Crores and profits of Rs. 4.18 crores, which is a positive start.

I am pleased to share our strategic initiatives for the future of our company. Your trust and investment have been instrumental in our journey, and we remain committed to maximizing shareholder value.

In line with our commitment to operational excellence, we are embarking on a journey to automate the production process and systems in our Metallic oxides segment. This significant step will not only improve efficiency but also enhance our competitive edge in a rapidly evolving market. By deploying the cutting-edge technology, we aim to optimize production, reduce costs, and ensure consistent product quality.

Recognizing the importance of staying at the forefront of technology, we are initiating an upgrade in technologies of our Plastic Additives Unit. This investment will bolster our capabilities, enabling us to meet evolving customer demands and industry standards.

To support our growth ambitions and meet increasing demand, we are actively pursuing capacity enhancement in our Metal segment. This strategic move will position us to capture new market opportunities, expand our customer base, and diversify revenue streams. We are committed for responsible growth that benefits our shareholders.

These initiatives reflect our dedication to long-term success and sustainable growth. We are confident that these strategic actions will create value for our shareholders, strengthen our competitive position, and drive the company towards future success.

Note of Appreciation

Before I conclude, I would once again like to extend my heartfelt gratitude to all members of the Board, the leadership team, our employees - both at administrative and shop floor level, our esteemed Shareholders, investors, suppliers and customers for being the pillars of strength of POEL in steering our vision and commitment towards collective, sustainable and sustained growth. On behalf of the Board, I also wish to place on record our gratitude to our bankers – HDFC Bank, ICICI Bank and Canara Bank, for their all-time encouragement, support and invaluable contribution in facilitating our operations smoothly. With your cooperation, we shall continue to accelerate towards the fulfilment of our goals and I am assertive that with your continued trust and support, we shall stay on course to deliver many more magnificent results in the future.

We look forward to your continued support in the forthcoming years.

Thank You.

Harish Kumar Lohia

Chairman

Date: 20.09.2023

Place: Chennai