

CHAIRMAN'S ADDRESS AT THE 37TH ANNUAL GENERAL MEETING OF POCL ENTERPRISES LIMITED

Namaste and a very Good Evening to our esteemed shareholders, fellow members on the Board, and distinguished guests!!

It is with immense pride and heartfelt gratitude that I welcome you all to the 37th Annual General Meeting of POCL Enterprises Limited. It is both a privilege and an honour to have you join us today. Your faith in us fuels our journey forward. Your support is not something we take lightly - it's the reason we continue to push the bar higher, every single day.

Just over a year ago, I had the privilege of stepping into the role of Chairman of the Board of this incredible organisation, and what a journey it has been!! Since taking over as Chairman, I have witnessed the organisation achieve many milestones. Not only did POEL remained on course to achieve its goals but has also grown day by day, delivering an excellent performance year on year, and setting new benchmarks for financial success. At POEL, we always remain as hungry and ambitious as ever. We aim to become the leaders in the non-ferrous metal industry. With the right blend of experience, agility, and innovation, we are moving forward – steadily and confidently – every single day. And I am both proud and humbled to be part of a Company that continues to evolve with such energy, vision, and commitment to a meaningful growth.

Like the previous years, this year's AGM too is being hosted on a digital platform. While I would have loved to meet many of you in person, I'm glad we have the opportunity to come together digitally and reflect on a year of exceptional progress.

At the outset, I would like to extend my sincere gratitude to Mr. V Y Raman for his dedicated service as Whole-time Director. He has stepped down from the Board to assume a new role within the organisation. While he may no longer be on the Board, he remains an integral part of the POEL family.

Now, turning to our performance, the previous year has been a defining one for POEL. We have not only sustained our growth trajectory but accelerated it. We have set new benchmarks across various key metrics including revenue and profitability. The results clearly reflect the relentless efforts of our POEL Team and our collective dedication, agility, and commitment to excellence. All these years, we have taken bold steps, stayed resilient amid challenges, and created tangible value for all our stakeholders.

Before I delve deeper into the highlights of FY 2024-25, let me set the stage by offering a quick look at the broader economic environment in which we have been operating.

Global & Indian Economic Scenario

As we reflect on the global economic landscape during the past year, it is encouraging to note that the world economy expanded by 3.3% in 2024, demonstrating resilience despite persistent geopolitical tensions and uneven regional growth. While the United States maintained robust momentum, other regions, such as the Euro area, experienced a more cautious recovery. Inflation trends have shown signs of easing across many economies, allowing policymakers some room to adjust monetary stances. However, the global economy continues to face uncertainties, including trade tensions and geopolitical conflicts, which require vigilant monitoring as we move forward. The IMF has raised its global growth forecast to 3% for 2025 and 3.1% for 2026, up from its earlier estimates, reflecting cautious optimism amid ongoing uncertainties.

Turning to India, I am proud to report that our nation maintained its position as the fastest-growing major economy in FY 2024-25, achieving a commendable 6.5% GDP growth despite global headwinds. This growth was largely driven by the resilient service sector and supported by controlled inflation and improved fiscal management. The government's proactive measures and the RBI's accommodative stance have laid a strong foundation for sustained growth. Looking ahead, India is well-positioned to maintain its momentum in FY 2025-26, with projected growth between 6.3% and 6.5%, bolstered by continued infrastructure investments, rising domestic demand, and progressive reforms aimed at enhancing investor confidence and economic resilience.

As we navigate the uncertainties of the global environment, we look forward to capitalizing on the opportunities ahead to deliver sustained value to our shareholders.

Performance for FY 2024-25:

Let us now delve into your company's performance in FY 2024-25, a year that stands out as another milestone in our journey. Despite global headwinds, we have had a truly exceptional year, and we are thrilled to share the noteworthy accomplishments.

I request my colleague on the Board, Mr. Sunil Kumar Bansal, Managing Director, to brief the members on the performance of the financial year 2024-25, as well as to share the outlook and plans for the way forward.

Thankyou Dr. Balachandran. Friends! As a Managing Director of POEL, I am truly delighted to share with you all about the performance of the bygone year 2024-25. It has been a year of strong progress and meaningful achievements. We have recorded a remarkable 30% growth in turnover, reaching Rs. 1,450 crores, up from Rs. 1,120 crores in the previous year. This outstanding performance is a testament to our relentless pursuit of growth, operational excellence, and the unwavering commitment of our entire team. With this year-on-year growth, we have not only exceeded our targets but are also strengthening our foundation for future success.

Operationally, we delivered a robust EBIDTA of Rs. 63.93 crores, marking a 63% jump over last year's EBIDTA of Rs. 39.22 crores. Profit after tax also surged, rising significantly from Rs. 17.74 crores to Rs. 31.18 crores, which is a clear sign of our improving margins and efficient execution.

POEL's market capitalisation has surged to approximately Rs. 720 crores, reflecting a strong investor confidence! Further, to increase the liquidity of the Company's shares and to make the shares more affordable for small investors, the Equity shares of the Company were sub-divided from face value of Rs. 10/- each to Rs. 2/- each, effective from October 25, 2024. The profitability and growth forecast stood well appreciated by the market taking the POEL shares to record high of Rs. 290 per share (post sub-division).

Our growth story all these years has been shaped by the strong performance of our three operating segments — Metals, Metallic Oxides, and Plastic Additives. I would now like to share a brief overview of their individual contributions.

Our Metal segment continues its strong momentum in FY 2024–25, clocking Rs. 1,088 Crores in revenue, a 42% jump from Rs. 764 Crores in the previous year. This strong performance sets the stage for even greater growth, with our recent refining and smelting capacity expansion of 11,000 MTPA each. The full impact of this capacity addition is expected to materialize in the coming years, significantly enhancing our ability to meet growing demand, execute larger contracts, and unlock an estimated revenue potential of Rs. 200 crores, further strengthening our profit margins and supporting a strong growth trajectory.

The Metallic Oxides segment grew by 12.7%, with revenue rising from Rs. 374 Crores to Rs. 422 Crores. The Plastic Additives segment also saw a positive trend, growing from Rs. 80 Crores to Rs. 86 Crores. Our continued focus on innovation and value-added offerings in this segment has contributed to a revenue growth of 8%. These results reflect the strength of our product portfolio and our ability to respond effectively to evolving market demands.

We remain committed to driving further growth through operational excellence and customer-centric strategies.

Awards and recognition

Dear Members! It gives me great pleasure to share that POEL has once again been honoured with the prestigious “Star Performer in Non-Ferrous Metals” award by EEPC INDIA, in recognition of our outstanding export performance. In addition to the accolades received in previous years, POEL has once again been recognised under the Medium Enterprise category for its exceptional export performance in both 2021–22 and 2022–23. These awards serve as a powerful endorsement of our company's export excellence. 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.

Dividend

At POEL, the interests of our shareholders are always at priority. Based on the Company's performance, your Directors are pleased to recommend a final dividend of 35% for the year ended March 31, 2025 out of the current year's profits. Dear shareholders! We assure you all, that we will continue to work towards delivering exceptional returns and demonstrating our commitment to sharing the Company's success with our valued shareholders.

Corporate Social Responsibility (CSR)

POEL's commitment to Corporate Social Responsibility remains steadfast. We believe that businesses have a responsibility to contribute positively to the communities in which we operate. Over the past year, our CSR efforts focused on promoting education and combating hunger and malnutrition, with Rs. 26.65 lakhs spent, surpassing our CSR target. Guided by our motto, we'll keep finding new ways to create a sustainable and equitable future for all.

Outlook and moving forward

Building on a strong financial performance in FY 2024-25, POEL is poised for accelerated growth this year! With a sharp focus on profitability across all segments, we have recorded Q1 sales of Rs. 372 crores and profit before tax of Rs. 15.62 crores, showing a 18% jump in profitability Q-o-Q. It's a promising start, and I am excited to share what's next as we roll out our bold plans for the future!

As we look to scale responsibly, sustainability remains central to our operational approach. Since September 2024, we transitioned to LPG fuel in place of furnace oil and light diesel oil in the manufacturing processes at our Pondicherry facilities. This move has not only delivered meaningful cost savings and improved margins but has also significantly reduced our carbon footprint. We are actively exploring similar transitions at our Tamil Nadu facilities as a part of our ongoing commitment to integrating sustainable energy practices across our operations.

Additionally, in line with the National Green Tribunal's directive, POEL has launched a Lead-Free PVC Stabilizers division at its Puducherry facility with an initial capacity of 2,400 MTPA. With R&D completed, a positive response from the customer in place, and machinery commissioned, commercial production is now underway, positioning POEL at the forefront of the shift toward eco-friendly, sustainable stabilizers. As global demand for calcium-zinc stabilizers continues to rise, we are actively expanding our product portfolio with innovative, high-value offerings tailored to the evolving needs of our customers. This strategic move is enabling us to broaden our market presence, particularly across emerging economies and high-growth regions.

POEL is focused on driving growth in our Metallic Oxides division through strategic expansion of zinc oxide sales, both domestically and internationally. By targeting emerging markets and optimizing our operations, we aim to significantly increase our revenues and strengthen our position as a leading supplier of high-quality zinc oxide.

Speaking about the Zinc metal, I would like to share that our POEL Team has invested significant time and efforts on multiple trials on zinc metals. Following successful trials, we will commercialise zinc metal sales with an initial annual target of 1,200 MT. Zinc is set to open new avenues in terms of revenue generation, in addition to lead for POEL.

The company is also actively exploring expansion opportunities, into the recycling sector to expand its horizons. Comprehensive pre-feasibility studies are underway to assess the viability of entering several promising recycling markets to determine the optimal path for the company's expansion.

To fuel the Company's strategic ambitions, the Company has raised Rs. 69.67 crores in June 2025 through a preferential issue of equity shares and convertible warrants. The subscription to this fund raising reflects the strong confidence reposed in us by the investors, and their belief in POEL's long-term vision and growth potential. This capital infusion has empowered us to move decisively on our capacity expansion, diversification plans, and future-ready growth initiatives.

As part of our long-term growth strategy, POEL has recently invested in PlanetFirst Green Private Limited, a lead recycling company with a smelting and refining capacity of 21,000 MTPA. With the acquisition of 40% equity and 85% preference shares, PlanetFirst has become an Associate Company of POEL. This strategic move strengthens our presence in the lead recycling space and aligns with our vision of building a greener, more resilient, and future-ready portfolio.

POEL is also taking bold steps into new product domains. POEL has identified copper as a strategic non-ferrous metal aligned with its core competencies. The Company has initiated trial operations in copper scrap processing as a natural extension of its expertise in non-ferrous materials. While not engaged in copper manufacturing, this move positions POEL to explore new opportunities in emerging and high-growth segments.

And now, ending on a high note - a true Diwali gift for POEL! Following the MCX Brand Listing for our pure lead having 99.97% purity, we are proud to announce that POEL has now been awarded the prestigious London Metal Exchange (LME) Brand Listing for lead produced at our Alloying & Refining Division in Tamil Nadu. In addition to MCX recognition in India, this LME brand listing recognition makes **"POEL LEAD"** a standard deliverable metal at LME warehouses worldwide. This recognition has significantly enhanced our global credibility and opened doors to major international market players. With this LME registration in hand, we are well-positioned to pursue and secure a steady stream of international contracts. The Company is optimistic that this milestone will lead to more strategic partnerships and business opportunities in the near future.

These dual listings on MCX and LME, marks a major leap in POEL's journey of quality, trust, and global market integration.

Together, these strategic actions reflect POEL's unwavering commitment to innovation, sustainability, and long-term value creation. We are not only strengthening our core business, but also positioning ourselves at the forefront of new opportunities, cleaner technologies, and global competitiveness. As we move ahead, we are confident that our vision, agility, and bold execution will drive POEL to new heights, delivering lasting value to our stakeholders and making a meaningful impact on the industries we serve.

On that note, I would now request the Chairman to please continue. Dr. Balachandran, over to you.

Thank you, Mr. Bansal.

Note of Appreciation

At POEL, our strength lies in the incredible people who power our journey. And so, before I conclude, I extend my sincere appreciation to our Board members, leadership team, employees, shareholders, investors, suppliers, and customers, each of who plays a vital role in our continued success. A special thanks to our banking partners HDFC Bank, ICICI Bank, and Kotak Mahindra Bank, for their unwavering support in keeping our operations seamless. With your trust and collaboration, we are excited for what lies ahead and confident in our ability to reach new milestones together.

Thank You. Jai Hind!

Ramachandran Balachandran
Chairman

Date: 26.09.2025

Place: Chennai