



## **Netweb Technologies India Limited**

**Transcript of the 26th Annual General Meeting of Netweb Technologies India Limited held on Saturday, 30 August 2025 at 03:00 P.M. (IST) through InstaMeet**

### **Management:**

<b>Sr. No.</b>	<b>Name</b>	<b>Designation</b>
1.	Mr. Sanjay Lodha	Chairman & Managing Director
2.	Mr. Navin Lodha	Whole Time Director
3.	Mr. Niraj Lodha	Whole Time Director
4.	Mr. Vivek Lodha	Whole Time Director
5.	Mr. Mrutyunjay Mahapatra	Independent Director
6.	Mr. Jasjeet Singh Bagla	Independent Director
7.	Mrs. Romi Jatta	Independent Director
8.	Mr. Vikas Modi	Independent Director
9.	Mr. Lohit Chhabra	Company Secretary
10.	Mr. Ankit Kumar Singhal	Chief Financial Officer
11.	Mr. Hemant Agarwal	Chief Operating Officer
12.	Mr. Hirdey Vikram	Chief Sales & Marketing Officer

**Company Secretary:** Good afternoon shareholders, I Lohit Chhabra, Company Secretary and Compliance Officer of the company welcome you all to the 26<sup>th</sup> Annual General Meeting of Netweb Technologies India Limited being held through video conferencing. Hope everyone is safe and healthy. Dear shareholders kindly note that this Annual General Meeting is being held through video conferencing in accordance with the Companies Act 2013 and circular issued by the ministry of corporate affairs and SEBI from time to time in this regard.

The proceedings of this meeting are being recorded for compliance purposes. The facility for attending this meeting through video conferencing or other audio-visual means is made available for the members. The registration of Directors and KMPs, the register of contract and agreement and other documents mentioned in the AGM notice have already been made available electronically for inspection during the AGM.

Members seeking to inspect any of these documents can send their request to [complianceofficer@netwebindia.com](mailto:complianceofficer@netwebindia.com). The Company Secretary will facilitate the electronic inspection of this registration as required. As the AGM is being held through video conferencing, the facility for appointment of proxy was not applicable and hence the proxy register for inspection is not available. In accordance with the provision of the Companies Act



2013 and SEBI listing regulation, the members have been provided with the facility to exercise their right to vote by electronic means through a remote e-voting and e-voting at the AGM.

Remote e-voting facility was available to all members holding share as on the cut-off date i.e. 22<sup>nd</sup> August 25 during the period commencing from 9 am Indian Standard Time on 26<sup>th</sup> August 2025 till 5 pm on 29<sup>th</sup> August 2025. E-voting is open now for voting and will close after 30 minutes of the closure of this meeting. Members can click on the vote tab on the video conference screen to make use of this facility.

Members joining the meeting through the video conferencing facility who have not yet casted their vote by means of remote e-voting may vote through the e-voting facility provided at this AGM. The Board of Directors have appointed Mr. P.C. Jain, company secretary, membership number 4103 of ICSI as the scrutinizer of this meeting to collate the results of the remote e-voting and the e-voting at the AGM for each of the agenda item as per the notice. Based on the report of the scrutinizer, the combined result of remote e-voting and the e-voting done at this meeting today will be announced and displayed on the website of the company and will also be submitted to the stock exchange as per the requirement under the SEBI Listing Regulation.

The company has received requests from few members to register them as speakers at this meeting. The moderator will facilitate the session once the chairman opens the floor for questions and answers. The company has made every effort feasible to enable the members to participate and vote on the items that are being considered at this meeting.

Members can also post their views or questions on their video conferencing screen before the conclusion of the meeting. It may be noted that the company reserves the right to limit the number of members asking questions depending on the availability of time at this AGM. Members are requested to refer to the instructions provided in the notice for seamless participation through video conferencing and also for voting. In case members face any difficulty, they can reach out to the helpline number mentioned in the notice. Members may note that this AGM is being recorded. Therefore, please do not disclose any sensitive personal information or personally identifiable information belonging to you or any other person that has no bearing on this meeting.

All members who have joined this meeting are by default placed on mute to avoid any disturbance from background noise and ensure smooth and seamless conduct of this meeting. Thank you very much. Now, I request Mr. Sanjay Lodha, our Chairman and Managing Director, to continue the proceeding of this meeting.

**Chairman and Managing Director:** Thank you, Lohit. Namaste, dear shareholders. Welcome to you to the 26<sup>th</sup> Annual General Meeting of Netweb Technologies.

As the Chairman of the Board, I am honoured to chair this meeting today. On behalf of the Board, I want to thank you for your continued support for taking time to be here. I am joining you from our registered office at Faridabad and hope that everyone is safe and is in good health.

I extend a warm welcome to all members as we hold our 26th Annual General Meeting. Participation of members through video conferencing is being recorded for the purpose of



quorum as per the circular by the Ministry of Corporate Affairs and relevant provisions of the Companies Act, 2013. We have requested quorum present through the video conference to conduct the proceedings of this meeting. Therefore, I officially declare this meeting valid and open. Before we start the main proceedings of the meeting, I introduce the management present with me at the registered office at Faridabad.

Mr. Ankit Kumar Singhal, Chief Financial Officer.

**Ankit Kumar Singhal:** Good afternoon, everyone.

**Chairman:** Mr. Hemant Agrawal, Chief Operating Officer.

**Hemant Agrawal:** Good afternoon, everyone.

**Chairman:** Mr. Hirdey Vikram, Chief Sales and Marketing Officer.

**Hirdey Vikram:** Good afternoon, everyone.

And Mr. Lohit Chhabra, Company Secretary and Compliance Officer.

**Lohit Chhabra:** Good afternoon.

**Chairman:** Now, may I request the respected colleagues present through video conference to introduce themselves.

Professor (Dr.) Jasjeet Singh Bagla.

**Jasjeet Singh Bagla:** Good afternoon. I am Jasjeet Singh Bagla. I am an Independent Director on the board of the company. I am also a member of the CSR committee and Chairperson of the nomination and remuneration committee. I am joining the meeting through video from my office in Mohali.

**Chairman:** Thank you, Sir. Mr. Mrutyunjay Mahapatra.

**Mrutyunjay Mahapatra:** Namaskar, I am Mrutyunjay Mahapatra. I am an Independent Director of your company. I chair the Risk Management Committee, and I am a member of the Audit Committee of the Board of your company. And again, I welcome all of you to this meeting. Thank you.



**Chairman:** Thank you, Sir.

Mrs. Romi Jatta.

**Romi Jatta:** Good afternoon, members. Namaskar.

My name is Romi Jatta, Independent Director on the board of the company, Member of the Nomination and Remuneration Committee and Chairman of the Stakeholder Relationship Committee. I am joining this meeting through VC from my home office in Gurgaon. And I welcome you all. Thank you.

**Chairman:** Thank you, ma'am. Thank you. Mr. Vikas Modi.

**Vikas Modi:** Good afternoon, members. I am Vikas Modi, Independent Director on the board of the company, member of nomination and remuneration Committee and Chairman of the audit committee. I am joining this meeting through VC from my office in New Delhi. Thank you.

**Chairman:** Thank you, Sir.

Mr. Navin Lodha.

**Navin Lodha:** Very good afternoon, members. I am Navin Lodha, Wholetime Director of the Company and Member of the Risk Management Committee and CSR Committee and the Management Committee. I am joining this meeting through video conference from Seattle, USA. Thank you.

**Chairman:** Thank you, Navin.

Mr. Vivek Lodha.

**Vivek Lodha:** Good afternoon, members. I am Vivek Lodha, Wholetime Director of the company, and also a chairman of ESG Committee. I am joining this meeting through video conferencing from my Kolkata office in West Bengal. Thank you, Vivek.

**Chairman:** Mr. Niraj Lodha.



**Niraj Lodha:** Good afternoon, members. I am Niraj Lodha, Wholetime Director of the company. I am joining the meeting through video conference from Hyderabad. Welcome you all. Thank you.

**Chairman:** Thank you, everyone, for your kind introduction.

Apart from them, Mr. Chandan Sethi, representative of statutory auditors, M/s. S.S. Kothari Mehta and Company is also present; And Mr. P.C. Jain, representative of the secretarial auditors, M/s. P.C. Jain and Company has also joined this meeting. Dear shareholders, I trust all of you have received the annual report and the AGM notice, which includes the resolutions to be voted upon.

The statutory auditors, M/s. S.S. Kothari Mehta and Company LLP have expressed unqualified opinion for the respective audit reports for the financial year 2024-25. There were no qualifications, observation or adverse comments on the financial statements and the matter that have any material bearing on the functioning of the company. The statutory auditors report on the financial statement for the period 2024-25 is available from page number 176 to 185 of the annual report.

The board has appointed M/s P.C. Jain and Company as the Secretarial Auditor of the company. They have also issued an unmodified report, and the report forms the part of the annual report. With your permission, I shall take them as read.

Dear stakeholders, thanks to all of you, as our shareholders, our investors, our business partners and especially our employees for all your trust and belief in the company and the management. Thank you to all the board members and stakeholders for guiding us as we go ahead. We are proud to have built a fine management team whose passion and expertise drive our mission forward.

We are equally fortunate to be guided by an accomplished and visionary Board of Directors whom I have privilege of serving alongside. Now, I request our Chief Financial Officer Mr. Ankit Kumar Singhal to address the shareholders.

**Ankit Kumar Singhal:** Thank you, Chairman Sir.

Good afternoon, esteemed shareholders, board members and colleagues. It is truly my pleasure to address you today at Netweb Technologies Annual General Meeting and present our financial performance for the fiscal year 2025. Let me begin by expressing my sincere gratitude for your continued trust and support.

FY25 has indeed been a landmark year for us, marked by robust growth, strategic expansion and continued technological innovation. Before I move into detail, I would request you all to kindly take note of our safe harbour statement. Next slide, please.



I would like to begin with key financial highlights. We closed financial year 25 with an operating income of Rs. 11,490 million, reflecting a year-on-year growth of 58.7 percent. This strong performance was driven by healthy demand across all our solution categories, high-performance computing, private cloud and AI systems.

Our operating EBITDA stood at Rs. 1,600 million, growing 56.1 percent yoy while profit before tax reached at Rs. 1,540 million. The profit after tax was Rs. 1,145 million, a 50.8 percent increase over the previous year. Margins remained healthy, EBITDA margin at 13.9 percent, PAT margin at 9.9 percent. These numbers reflect not just efficiency, but our ability to innovate, evident from the launch of solutions like Skylus.ai. Further, our diluted EPS for FY25 stood at Rs. 20.24, underscoring our commitment to enhancing shareholder value. Next slide, please.

Over the last three years, from FY22 to FY25, Netweb has delivered sustained and consistent growth. Operating income grew at CAGR of 66.9 percent, operating EBITDA at 66.5 percent, and PAT at 72.1 percent. This trajectory is a testament to our efficient execution, customer focus, and the strength of our business model. On the balance sheet side, we continue to remain in a strong position. As of March 31, 2025, we had a cash surplus of Rs. 1,621.3 million, reflecting a robust liquidity profile. Net debt to operating EBITDA was negative 1.01. Our ROE and ROCE remain healthy at 22.4 percent and 32.6 percent respectively, highlighting prudent capital allocation and a resilient financial foundation.

In conclusion, FY25 has been a year of great momentum and strategic progress. As we look ahead, we are confident that our technological advancements, differentiated offering, and customer-centric approach will continue to drive shareholders sustainable creation for all stakeholders. On behalf of the management team, I extend my heartfelt thanks once again for your unwavering support and belief in the Netweb Technologies. Thank you for patience listening.

Now I request Chairman Sir to take over from here. Thank you so much.

**Chairman:** Dear shareholders, in FY25, we reinforced our leadership in AI infrastructure with the launch of Skylus.ai and unveiled India's first end-to-end high-end computing system manufacturing facility, underscoring our commitment to innovation, resilience, and value creation.

FY 2025 marked a significant milestone in the Netweb Technologies growth journey. We have achieved record financial results, expanded our technological capabilities, and reinforced our position as a trusted provider for high-end computing solutions. From the outset, innovation, resilience, and long-term value creation have defined Netweb's ethos.

In a year shaped by surging global interest in AI systems, sovereign cloud infrastructure, and indigenous manufacturing, Netweb stood at the confluence of these transformative forces, guided by a steadfast commitment to innovation and operational discipline, and delivering



measurable impact and enduring value to all stakeholders. A key factor in maintaining our competitive edge in today's rapidly evolving technology landscape has been our sustained collaboration with our leading technology providers. This enabled us to anticipate emerging trends and consistently deliver cutting-edge solutions.

At the same time, our deep commitment to understanding and adapting to our customers' evolving needs has fostered enduring relationships, driven consistent business of Rs 11,490 million, representing a robust year-on-year growth of 58.7 percent. This growth was propelled by strong execution capabilities, increased sector-wide demand, ongoing investment in technological capabilities, and human capital. Among the year's major milestones was the commissioning of India's flagship end-to-end manufacturing high-end computing system, including servers, storage, switches, which commenced operation in May 24. The state-of-the-art facility expands our capabilities in PCB design, SMT, full-system manufacturing, and aligns seamlessly with the Make in India vision.

These strategic initiatives have led a solid foundation for our next phase of growth. We also expanded our high-performance server portfolio with launch of eight new server models powered by AMD Genova processors, addressing next-generation computing demands. In financial year 25, we reinforced our leadership in AI infrastructure with launch of Skylus.ai, a plug-and-play platform for GPU-based AI infrastructure deployment and unveiled India's first end-to-end high-end computing system manufacturing facility, underscoring our commitment for innovation, resilience, and value creation.

Reinforcing our innovation-led roadmap, we strengthened our partnership with NVIDIA, setting the foundation for AI systems built on state-of-the-art NVIDIA Blackwell GB200 platform. Operational efficiency also improved with successful deployment of SAP, enabling real-time insights, stream workflows, and enhanced governance across all functions.

Our financial performance in financial year 25 highlighted our resilience and strategic focus. Operating income grew by 58.7 percent to Rs 11,490 million while operating EBITDA rose by 56.1 percent year-on-year to Rs 1600 million, delivering healthy margin of 13.9 percent and PAT increased by 50.8 percent to Rs 1144.8 million, reflecting PAT margin of 9.9 percent. We closed the year with a net positive cash position of Rs 1621 million, reflecting our liquidity and strong balance sheet strength. This performance enabled the board to recommend a final dividend of Rs 2.50 per share, representing 12.4 percent payout ratio, reaffirming our commitment to delivering shareholder value while continuing to invest in long-term growth.

These strategic initiatives have laid a solid foundation for our next phase of growth. Innovation remained at the heart of our strategy in financial year 25. The launch of Skylus.ai exemplified our commitment to delivering intelligent, scalable AI infrastructure. With AI becoming an increasingly vital part of network business, this segment contributed Rs 1694 million revenue, contributing 14.8 percent of the total, making a remarkable 112 percent year-on-year growth. We filed three new patents and secured one design patent during the year, bringing total to nine registered design patents, underscoring a decade-long tradition of R&D-driven growth. We also deepened our collaboration with NVIDIA, laying the groundwork for future AI platforms based on Blackwell GB200 architecture.





Our AI GPU systems were spotlighted by NVIDIA CEO Jensen Huang at 2024 NVIDIA AI Summit, affirming Netweb's pivotal role in advancing India's indigenous AI capabilities. With a strong order book, expanding capabilities, and a growing portfolio, we are well-positioned to drive sustained, innovation-led growth. We continue to strengthen our domestic presence while expanding our international reach.

We secured our first incentive under PLI Scheme 2.0 for IT hardware, amounting to Rs. 59.4 million, further validating our manufacturing excellence. Our expanding export footprint reflects both the breadth and scalability of our technology offerings. With expanded infrastructure and a focus on product innovation, we are actively contributing to India's emergence as a digital and AI powerhouse. The rapid increase in AI adoption across sectors such as healthcare, banking, financial services, research, and enterprise technology further emphasizes Netweb's role in empowering the infrastructure needs of this transformation. Our three strategic pillars, the high-performance computing, HPC, private cloud, and AI systems remain central to our differentiated market positioning.

**HPC:** Our petascale supercomputers designed and built in India powered mission-critical workloads across premier research and scientific institutions. The private cloud Skylus-based deployments enabled hybrid sovereign cloud solutions for enterprise and government with enhanced control and flexibility.

**AI systems:** Our GPU-agnostic portfolio anchored by Skylus.ai, a composable appliance for dynamic GPU resource management, enabled clients to scale Gen-I workloads from pilot to production. With integrated high-throughput storage and ready-to-deploy containers, we have delivered scalable AI infrastructure.

Together, these strategic verticals anchor our innovation-led growth, powering high-impact computing solutions that not only addresses mission-critical workloads but also delivers enduring high-margin value to our customers and stakeholders. Our people remain most valuable asset. In 2025, we welcomed 79 new team members, expanding our workforce to 441, including 238 technical professionals.

Structured learning and development programs were introduced. An AI-powered internal learning platform is being launched to support continuous upskilling. We expanded our ESOP plan to enhance talent retention and engagement while fostering a culture grounded in innovation, collaboration, and inclusive growth.

We have developed a lot of employee welfare programs with a broader layout of health, wellness, and safety initiatives across locations. Internal technology forums and team-led innovation values of fairness, continuous learning, and professional development to create a more inductive and empowering work culture.

Strategic partners continue to be a cornerstone for network success. We have strengthened our alliance with global technology leaders like NVIDIA, Intel, and AMD and remain closely aligned with Government of India's initiative under PLI schemes for IT hardware and network





switches. Collaborative engagements with academic and research institutions further support innovation and skill development. By strengthening relationships with both public and private clients, we are delivering sector-specific infrastructure solutions at scale.

We remain deeply committed to our customers and take pride in having solved many of their challenges with solutions that are both sustainable and cost-effective. A customer self-service portal is under development to enable transparency, system performance tracking, and real-time support.

Netweb made measurable progress in integrating ESG principles across the operations. We adopted best practices in energy efficiency and waste management and significantly increased our focus on diversity and inclusion at all organizational levels. Governance was enhanced through implementation of real-time ERP systems with support, compliance, and oversight. The internal ESG committee was established to steer further initiatives and drive sustainability reporting by new policies and frameworks introduced to align with SEBI's ESG and BRSR guidelines. To support sustainable and scalable growth, we have identified key governance priorities for FY26. This includes institutionalizing ESG and BRSR compliance, enhancing cybersecurity data governance, scaling internal controls, and adopting transparency-driven best practices to meet stakeholder expectations. These actions form the backbone for a future-ready enterprise.

Netweb Technologies envisions becoming a leader global player in high-end computing solutions grounded in Indian innovation and self-reliance. Over the coming years, we aim to sustain 35 to 40 percent revenue CAGR supported by disciplined execution and strong profitability. We are currently planning to expand our global footprint in high-end computing and invest in AI-native energy-efficient platforms.

We are actively exploring emerging technologies such as large LLMs, next-generational AI, gen-AI workloads, positioning ourselves at the forefront of innovation. As India accelerates its journey towards becoming an AI superpower, Netweb is proud to contribute to this transformation by building the foundational infrastructure for inclusive progress, digital sovereignty, and national capability. As we look into the future, I extend my sincere gratitude to our shareholders, employees, partners, and customers for their continued trust and support.

Your unwavering belief in our vision empowers us to continuously push the boundaries of technology and strive for new milestones. Thank you for being an essential part of our journey. Together, we will continue to shape the future that is innovative, intelligent, and Indian.

As per the secretarial standards, I would like the Company Secretary of the company to briefly explain the background of the nine resolutions proposed to be passed by AGM for the benefit of all members. Rohit, you are on mute. Thank you.

**Company Secretary:** Thank you, Sir. I will read out the heading of the proposed resolution as follows.



Item no.1 to 3 are ordinary businesses.

Item no. 1 of the notice is the Adoption of the financial statement of the company for the financial year ending 31-03-2025, including the report of the Board of Directors and auditors, have already been provided to the members.

Item no. 2 of the notice is declaration of dividend: To declare a final dividend of Rs. 2.50 per share for the financial year ending 31-03-2025.

Item no. 3 of the notice: Appointment of Mr. Niraj Lodha as a Director liable to retire by rotation, being eligible for reappointment.

Item no. 4 to 9 are special businesses.

Item no. 4 of the notice: Ratification of the course auditor's remuneration for the financial year 25-26.

Item no. 5 of the notice: Payment of commission on profit to Mr. Sanjay Lodha, Managing Director of the company for FY24-25.

Item no. 6 of the notice: Payment of commission on profit to Mr. Navin Lodha, Wholetime director of the company for FY24-25.

Item no. 7 of the notice: Payment of commission on profit to Mr. Vivek Lodha, Wholetime Director of the company for FY24-25.

Item no.8 of the notice: Payment of commission on profit to Mr. Niraj Lodha, Wholetime Director of the company for FY24-25.

And the last item,

Item no. 9 of the notice: Appointment of M/s. P.C. Jain and company as a secretarial auditor for the 5 years from the financial year 25-26 to 29-30.

The text of the resolution is provided in the notice circulated to the member. If any member desires to ask any question pertaining to any item on the notice, he or she may do so now. Members who wish to speak at the meeting were requested to register themselves as a speaker by sending an email to the company.



We received an overwhelming response from our shareholders to speak at the meeting, and we are grateful. This year, we have speakers from many cities in India. In the interest of time and giving opportunity to as many as possible, each shareholder, I hope for giving as many as possible, I hope you will all agree with me, we will have a maximum of 2 minutes to express his or her views.

Members are requested to keep their questions brief and specific. To avoid repetition, answers to all the questions will be provided towards the end. So, we really look forward to some discipline from our shareholders put forward your views to us and make sure there are enough time for everyone.

Your company does not provide future guidance and does not share sensitive competitor information. So, please refrain from asking any question in this area. Also, request you to avoid duplication of any question which might have already been asked by a shareholder before you.

Member may also note that the company reserves the right to limit the number of members asking questions depending on the availability of time. Thank you. The monitor will facilitate the questions. Members are requested to mention their name before asking their question. The moderator may now give general instruction and sequentially call out registered member to express their views or raise questions as the case may be.

Moderator, over to you.

**Moderator:** Thank you, Sir. Now, I invite our speaker number one, Mr. Ajay Jain. Sir, you are in the panel. Please enable your video and you may ask your question.

**Ajay Jain:** *Namaskar, Chairman Sir, mein Delhi se Ajay Kumar Jain company ka shareholder 2 anya family members, 2 anya shareholders jo is sabha mein jude hue hain, aapko dekh paa rhe hain aur sun pa rhe hain. Aapne apni Chairman speech ke dauran three pillars mein apni karya pranali ke baare mein bataya aur jo aaj Chairman Sir ki shuruwat hui Chairman speech ki usmein uska reflection chalu ho gya Si. Aapne har growth, har profit, har kamayi sab 55 percent se upar hai Sir. Yehi to ek aapke team efforts ka nateeja hai na, Sir jiska reflection aaya. Hamein to pata hi nahi chal paya aaj aaki Chairman speech sunne ke baad pata chala hamari company to ham to soch rhe the Netweb Technologies hai par mein samajhta hoon ki India ki sabse agrani company AI ki hai aane wale samay mein kyunki jo aapka tie up NVIDIA jo international giant hai uske sath hai to Sir abhi bhi mein kehta hoon Sir ki share undervalued hai. Jab bhi kisi ke paas investment karne ka mauka ho to meri company mein nivesh kare. Jab ham agle saal milenge to jo aapne projections bataye hain, itna researves hamare paas hai cash ka to Sir ye share hai na 5 ankon me dikhayi dega, Sir. Is se kam me kahin ja ke rukga nahi kyunki aapne bahut acchi mehnat kari hai aur sabse badi baat hai ki aap samay ke saath chalne wali team hain Sir, jo aaj desh mein chal raha hai, ya international chal rha hai uske sath aap jude hue hain. Aur sabse bati baat, aapki baat ke upar hai jo sachchai hai jo aapne naye employee jode hain. Usi se bas chalta hai ki company ke paas order book bhi hai aur sab kuch kaam hai. To Sir, ham to Babu Sanjay Lodha ji ke aabhaari hain ki unhone iske IPO ke madhyam se laaye aur hum logon ne apna nivesh kiya. Ek acchi company ka pickup hai. Sir*



*kahin ismein ek reflection AI ka bhi kijiye, Sir, jo bhi apna logo hai to humein pata chale ki jo hai Netweb jo hai wo AI ki Sir wakayi mein giant hai. Bahut acchi Chairman speech aur jo Cfo sahab ne bataya ek bahut yaadgar raha hai sir sabha mein aapne 9 prastav karhein hai uski anumodan, aap commission kya sab kuch aapko zyada se zyada mile aapki team ko. Karke dikhaya hai, Sir. Aur sabse acchi baat hai. Sir aapki mein aa jana bahut khushhaal mood mein Chairman speech ki ho rahi thi. Aapki spelling jo bata di thi. Ek confidence se bhari hui smiling thi, Sir. To ye dikhta hai ki aane wala samay shareholder ka hai. Kamayenge aap shareholders laabh uthayenge.*

*Ek chhota sa nivedan aap ke madhyam se kahenge ki jitna accha meeting se pehle CS team ne bahut accha efforts kiya aur yadi aap aadesh denge to meeting ke baad yadi jab wo free ho haamre CS to ham shareholders se baat karein kyunki ek yaadgar kshan ka kuch mile to ye cheez yaad rakhein. Aapne Silver Jubilee manayi Sir, aaj 26. Har saal meri company ka Silver, Golden Jubilee mein convert hota jayega, Sir kyunki mehnat itni acchi hai. Bhagwan, aur aapne Sir jo host ki quality rakhi hai wo bahut acchi rakhi hai, Sir. Bahut acchi clarity aayi hai. To ye bhi ek technology mujhe bahut acchi lagi. To madhyam yehi apnaiye, Sir. Bahut tasalli se Chairman speech suni hai. Ek yaadgaar aaj ka evening session jiske aadarniya Chairman mere Sanjeev Lodha aur unki team. Mera man bahut khush hua, Sir. Mujhe bahut zyada knowledge mili ki meri company kya karti hai. Aane wala samay aapko bhagwan swasth rakhe, samriddh rakhe aur aap kamaaye shareholders uska laabh uthayein. Isi aasha vishwas ke saath namaskar. Jai Jinendra.*

**Moderator:** Thank you, Sir. Now I invite our speaker number 2, Mr Mukul Kedia. Sir, you are in the panel. Please enable your video and you may ask your question. Mukul Sir, you may ask your question. Mukul, Sir. It seems some connectivity issue at Mukul Sir's end. So, I now call out my speaker number 3 Sarvajeet Singh. Sir, Sir, you are in the panel. Please enable your video and you may ask your question.

**Sarvajeet Singh:** Hello, Chairman Sir, can you hear me well?

**Moderator:** Yes, Sir, you are audible.

**Sarvajeet Singh:** Chairman sir, first of all, good afternoon to you, all the board of Directors, all the staff of Netweb Limited and our co-fellow shareholders. *Chairman Sir, jis tareeke se aapne apni opening remarks mein hamein company ke baare me bataya aur jo hamari company ka vision hai, vah clear vision hai aur jis tareeke se share price hamari company ka aaj bhi trade kar raha hai around Rs 2210 mein to sir humein poori ummeed hai ki aane wala jo hamara future hai, use bright future hai. Sir jis tareeke se hamari promoters ki holding bhi bahut acchi hai, promoters ka vishvaas aur ekjutata sir hamari company mein poori tareeke se hai.*

*Baaki Chairman sir aapse sahi karane wala jo hamara future uski hamari kya planning hai sir thoda sa is baare mein bataayein. Baaki Chairman Sir aapke CS aur unki poori ki poori team*



*ka dhanyavaad karna chahenge jinhone hamein aapke samne bolne ka mauka diya. Thank you, Sir. Thank you so much.*

**Moderator:** Thank you, Sir. Now, we invite our speaker number four, Mr. Manjit Singh. Mr. Manjit, you are in the panel. Please enable your video and you may ask your question. Mr. Manjit.

**Manjit Singh:** Am I audible?

**Moderator:** Yes, Sir, you are audible.

**Manjit Singh:** *Netweb Technologies ki management team, secretariat team and my co-shareholder, mein sabhi ka swagat karta hoon. Good afternoon, Ji.*

*Company ki progress jis tarah se ho rahi hai uska moolyaankan share bazaar bhi usi tarah se kar raha hai aur hamare share ka price bhi accha hai. Iski mein management ko mubarakbaad dena chahoon. June 2025 ke quarter ke result jis tarah se hamare acche rahe hain, aage aane wale 3 quarter mein usi tarah hamein ummeed hai ki aage bhi hamare result acche aayenge. Aage aane wale quarter ke andar EPS growth ki kya hamari aage position hai, iske baare mein aap bataiyega aisi ki thi. Basis EPS jo hai hamara Rs 20.95 rha jo pehle Rs 13.91 tha. Aage EPS badhaane ke liye hamari kya yojanaayein hain, thoda aap us baare mein bataiye. Ham aapse jud paayein ye secretariat department ki mehnat aur lagan ka nateeja hai. Hamari company stock exchange ke andar listed hai aur hamara BSE ka code 543945, Netweb jo symbol hai uska pooraa maan sammaan karte hue secretarial department ne well in time balance sheet banayi hai aur hamare board ko jo hai hamare sath roo-b-roo kara hai.*

*Aage company tarakki kare iski hum aapse aasha karte hain aur Bhagwan se prarthana karte hain. Ye jo aaj ka samay humne aapse ke saath vyateet kiya, yeh aage hamari investment ko aur mazboot karega aur hamein prerit karega ki ham is company ke andar aur invest karein. Thank you for the management team. Thank you for the secretariat team.*

**Moderator:** Thank you, Sir. Now, I invite our speaker number 5 Mr Manish Kedia. Sir, you are in the panel. Please enable your video and you may ask your question.

**Manish Kedia:** Is my voice audible?

**Moderator:** Yes Sir. You are audible.

**Manish Kedia:** Good afternoon to all of you. This is Manish Kedia. I have a few questions.



First, I want to congratulate the entire Board of Directors and their entire team for giving this phenomenal performance in quarter one. I have two questions. First question is, what is your plan for going global? And second question is, what are challenges which the company might face for going a global expansion? So if you can answer these two questions at an appropriate time, that would be helpful.

Thank you so much.

**Moderator:** Thank you, sir. Now I invite our speaker number six, Mr. Rakesh Kumar.

Sir, you are in the panel. Please enable your video and you may ask your question. Rakesh Sir, you may please ask your question.

**Rakesh Kumar:** Hello, audible, Sir?

**Moderator:** Yes, Sir, you are audible.

**Rakesh Kumar:** Chairman Sir, Board of Directors, Company Secretary and co-shareholder. *Sir aapka bahut-bahut dhanyavaad jo aapne mujhe is platform par bolne ka mauka diya, Sir. Sir aapne apni speech mein company ke bhavishya ke baare mein bahut kuch bata diya, Sir. Hamara bhavishya bahut accha hai. Sir, ek shareholder ka haq hota hai ki use kya mil raha hai. Sir aapne investment kiya, usmein kya mil raha hai. Share price bahut accha chal raha hai. Aapko bahut-bahut badhai, sir. Aapne dividend bhi accha diya hai. Iske liye bhi aapko bahut-bahut badhai Sir. Aur sir dil maange more. Ham chahenge ki agle saal jo hai, dividend aur badh kar aaye aur hamara share price jo hai Rs 3000 se bhi zyada cross kar jaye, Sir. Iske liye aapko badhai dete hain. Sir. Dhanyavaad Sir. Thank you.*

**Moderator:** Thank you, Sir. Now I invite our speaker number seven, Mr. Shailesh Pritani. Sir, you are in the panel. Please enable your video and you may ask your question. Mr. Shailesh Prihani, you may please ask your question.

**Shailesh Prihani:** Am I audible?

**Moderator:** Yes, Sir, you are audible.

**Shailesh Pritani:** Hi, thank you. Chairman of the board, Sanjay Sir, the whole team, the Board of Directors, everybody, this is a fabulous financial performance. Not seen, not heard of. And many, many congratulations to everyone. And I am sure that we are going to do fabulously well going forward.





While we are doing a lot of work in terms of business and the financial performance, I am personally very inclined towards what the company is doing for the environment, for where we are. We have to take care of the planet and the climate. So, I would want to understand from you if there is any particular policy that you have around the environment and ESG and CSR. What kind of investments, if at all, you are making in the coming times? That would be very helpful. I take this opportunity again to congratulate everyone and wishing the best for the coming financial year. Thank you.

**Moderator:** Thank you, Sir. Now I invite our speaker number 8, Ms. Shrishti Ghai.

Ma'am, you are in the panel. Please enable your video and you may ask your question.

**Shrishti Ghai:** Hello. Good afternoon, everyone. I would like to congratulate the company for their future and goals.

Although many questions have been asked, which pretty much covered everything, I would like to know what are the primary goals of the company for the future, in the next five years and what all sectors we are planning to expand through AI. And that will be all. Thank you.

**Moderator:** Thank you, ma'am. Now I invite our speaker number 9, Mr. Surendra Kumar Arora. Sir, you are in the panel. Please enable your video and you may ask your question. Surendra Sir, you may please ask your question.

**Surendra Kumar Arora:** Hello, *Namaskar Chairman Sir, mein Surendra Kumar Arora Noida se meeting attend kar rha hoon. Chairman Sir, meni aapko aur CFO sahab ko sabse pehle badhayi dena chahta hoon aapke dwara diye gye presentation ke liye, Sir. Aapne itne tareeke se itni informative presentation diya hai ki Sir koi sawal hi nahi paida hota. Baaki Sir performance company ki, Sir kuch kehne ki baat nahi hai. Jo paisa lagaya tha, Sir kahaan se kahaan pahunch gaye uske liye sir bahut-bahut badhaai ke paatra hain sab, poori team ki team, Sir. Sir mera sir aapse question ye hai ki kya hum log jo company ki position chal rahi hai, ismein kya bonus ke baare mein soch rhe hain? Iske baare mein bataayein. Baaki sab CSR activity ke andar ham kya kar rahe hain, uske baare mein bataayein. Baki Sir, mein company secretary unki team ko dhanyavaad dena chahta hoon. Unhone Sir, well manner se Company ne is meeting ko jodne ke liye sahyog kia. Dhanyavaad.*

**Moderator:** Thank you, Sir. Now I invite our speaker number 10, Ms. Anshu Goyal. Ma'am, you are in the panel. Please enable your video and you may ask your question. Ma'am, ask your question.

**Anshu Goyal:** First of all, good afternoon, everyone. I feel fortunate to get the opportunity of being a speaker shareholder. And I must say that the recent financials are outstanding and hope





the company would do progress like this in the coming future too. Apart from that, the secretarial department is also doing a great work. Every time the disclosures and information were very accurate on time.

And recently I saw some tree plantation drive on LinkedIn. That is very outstanding and one of the good CSR projects I have seen there. And at last, wishing all the best for future projects and the whole company. Thank you.

**Moderator:** Thank you, ma'am. Now I invite our speaker number 11, Mr. Raju Verma. Sir, you are in the panel. Please enable your video and you may ask your question.

**Raju Verma:** Hello, Sir *aawaz aa rhi hai meri aapko?*

**Moderator:** Yes, Sir. You are audible.

**Raju Verma:** *Namaskar Ji, mein Raju Verma, shareholder, New Delhi se bol raha hoon. Aap sabhi ka aur Secretary Department ka dhanyavaad karta hoon jinhone mujhe is 26th AGM mein bolne ka mauka diya. Main sabhi resolutions ka samarthan karta hoon. Sir aapki Chairman speech mein sab kuch bata diya gaya hai aur poorv vakt dvara kiye ja chuke sawalon ko mein repeat nahi karoonga. Hamein vishvaas hai ki hamari management team jo bhi prastaav layegi Sir future mein wo company ke hit mein hoga aur mein company ke sukhad bhavishya ki kamna karta hoon. Thank you so much, Sir.*

**Moderator:** Thank you, Sir. Now I invite our speaker number 12, Mr. Anil Mehta. Sir, you are in the panel. Please enable your video and you may ask your question. Anil Sir, you may please ask your question. Anil Sir.

it seems some connectivity issue at Anil Sir's end. So, we call out our speaker number 13, Mr. Rohit Kumar. Rohit sir, you are in the panel. Please enable your video and you may ask your question. Rohit sir.

**Rohit Kumar:** Hi, am I audible now?

**Moderator:** Yes, Sir. You are audible.

**Rohit Kumar:** Ok. Thank you. *Mein Rohit kumar, shareholder, New Delhi se bol rha hoon. Aap sabhi ka aur Secretarial Department ka dhanyavaad karta hoon jinhone mujhe is AGM mein bolne ka mauka diya. Sir, hamare jo bhi sawal the wo aapki speech me aur poorv*



*waktaon ne pooch liye hain to mein un sabko dohrana nahi chahta hoon. Mein aaj ke sabhi prastavon ka ka samarthan karta hoon. Hamein apni management team par poorā bharosa hai. Wo jo bhi karya karegi, accha hi karegi. Aur aane wala samay company ke hit mein hoga iksa sabhi shareholders ko labh milega. Dhanyawad.*

**Moderator:** Thank you, Sir. Now, I invite our speaker number 14, Mr. Praveen Kumar. Sir, you are in the panel. Please enable your video and you may ask your question. Praveen Sir, you may please ask your question.

**Praveen Kumar:** Am I audible, Sir?

**Moderator:** Yes, Sir. You are audible.

**Praveen Kumar:** A very, very good afternoon to my respected Chairperson, respected Board of Directors, my fellow shareholders, myself, Praveen Kumar, joining this meeting from New Delhi, Sir. Few observations which I would love to share with the entire house, but before that, Sir, in this financial year, this is our first interaction with the management. So, I wish the entire management team, each and every dedicated employee of our company, a happy, healthy and prosperous future, Sir.

Coming down to my observation, sir, I am the shareholder since IPO. And last year also, I listened to your encouraging address to the shareholder. This year also, despite so much adversity due to social economical conditions, under your leadership, respected chairperson, our company is coming out as a true winner. We are well positioned to spread our wing and capture the opportunity in the market. It is due to your dedication, leadership, devotion, that yes, we are creating value for retail investors like me, paying regular dividend. I mean, that's something which is so wonderful, Sir.

My question to the management is, what kind of CSR initiative our company is taking to build India in a very, very constructive way, Sir? And one more thing, for a retail investor like me, the litmus test of any company is decided by the communication between the company and the retail investor, Sir. In this regard, I love to thank our respected Company Secretary, Mr. Lohit Chhabra, and his entire team for bringing out higher standard of corporate governance, Sir. Last year, I sent him two queries that will be promptly replied with all respect and dignity. That truly boosts my morale, that yes, this is the company who listened to the shareholder, retail investor, cared for them. It was always a red-carpet welcome with our queries and update. I mean, that's something which is wonderful, Sir. Our company secretary is the biggest asset as far as communicating with the retail investor. That doubly boosts our morale as far as our investment in the company is concerned. At the end, Sir, I just pray to the Lord that he will bless you with all the positivity so that you will keep the momentum of sustainable value creation for a retail investor like me. Thank you very much for this opportunity.



*Jai Hind, Sir. Jai Hind.*

**Moderator:** Thank you, Sir. Now, I invite our speaker number 15, Mr. Indrajit Verma. Sir, you and the panel, please enable your video and you may ask your question. Indrajit, Sir.

**Indrajit Verma:** Hello. I am audible?

**Moderator:** Yes Sir. You are audible.

**Indrajit Verma:** Okay. Namaskar to all. I am Indrajit, shareholder speaking from New Delhi. Sir, I am thankful to you all and the Secretarial Department for giving me the opportunity to speak in this 26th AGM. Sir, if we have any query, we mail it to the Secretarial Department and get instant response from the Secretarial Department.

I support all the resolutions, Sir. Sir, your presentation and Chairman speech are so transparent which everything has been told about past, present and future. My questions all are covered up in your speech. I wish for the happy future of the company.

Thank you so much, Sir. Thank you, Sir.

Now, I invite our speaker number 16, Mr. Ankur Chanda. Sir, you and the panel, please enable your video and you may ask your question.

**Ankur Chanda:** I am audible?

**Moderator:** Yes, Sir. You are audible.

**Ankur Chanda:** Okay. Good afternoon to everyone. *Sir, mein thoda sa kuch questions poochna chahunga aur aapko batana bhi chahunga* that the company's financial statement has shown a consistent lack of transparency. As a shareholder, it's concerning to see that there is no clear explanation for the fluctuations in revenues, operating costs or cash flows. Shareholders deserve a more detailed and comprehensible breakdown of the financial health of the company.

Second is the Netweb technology has underperformed significantly compared to its industrial peers in terms of both revenue growth and profitability. The company's stagnant performance raises serious questions about its strategies, decisions and execution capabilities. The underperforming coupled with a lack of tangible plans for improvement is highly concerning. The company has been extremely slow in adopting new technologies and advancements and



introducing innovative products. In an industry that thrives a rapid technology evaluation, Netweb Technologies fail to keep up with trends such as AI, Cloud compounding or Cybersecurity raises doubts about its long-term sustainability.

Fourth is there have been frequent changes in the leadership team without any clear communication regarding the reason for these changes. This kind of instability at the top can have detrimental efforts on the company's strategic focus and shareholders' confidence.

A clear explanation and more consistency in the leadership structure are needed to assure shareholders that the company is on solid footing.

And last one is the company's dividend policy has been disappointing with little to no return for the shareholder despite the company generating healthy profits. This lack of commitment to rewarding shareholders creates frustration especially when other companies in the sector are offering attractive returns.

*To Sir, is baare mein thoda sa bataiyega jo ye sara chal rha hai ye kyun aisa ho rha hai? Aur baaki jo hamare CS sahab hain jo aapne jinko karyabhar saunp rakha hai shareholders ke sath interaction karne ka to wo pata nahi kahan soye rehte hain jo kabhi interaction karte nahi. Koi reply nahi dete. Kahin kisi tarah ka koi reply nahi hai unka. To agar wo reply dete hote to aap tak ye baatein pahunchti nahi. Wahin se hi reply mil jaate hain jyadatar companies mein. To ye dekhiyega. Bataiyega, aur iski seriousness ko samajhiye aur theek kijiye jo bhi hai. Dhanyawad.*

**Moderator:** Thank you Sir. Now I invite our speaker number 17, Mr. Gagan Kumar. Sir, you are in the panel. Please enable your video and you may ask your question.

**Gagan Kumar:** Good afternoon, Mr. Chairman, Board of Directors and fellow shareholders. Myself, Gagan Kumar. I am joining this meeting from Delhi. First of all, I would like to mention that I had requested for a hard copy of annual report which I received well in time. And I am very happy to share that I do not have any question pertaining to accounts.

Because at the same time, I would like to request our CFO and our CS to kindly give some space to us to ask the question. Each and every aspect of balance sheet is very much clear and in easy-to-understand language. So, and you almost cover everything, Chairman Sir and a beautiful presentation by our CFO, Mr. Ankit Kumar Singhal.

And now my two or three general queries to the management is- where we stand in terms of ranking. And what is our market share? And my last question is somehow AI has benefited the companies. But at the same time, in very big corporates, there is a threat to the job of some people. So, I want your valuable insight on this.

And with due respect to earlier speaker, I don't know what he's saying. We always send a mail or call then the reply will be promptly replied. I maybe is talking about some other company.



I'm very much sure that the decent and very good secretarial we have. So, thank you so much for this opportunity. Hope to see a healthy growth in the business and as well as in the size of the company. Thank you.

**Moderator:** Thank you, Sir. Now I invite our speaker number 18, Mr. Sandeep Singh. Sir, you are in the panel. Please enable your video and you may ask your question.

**Sandeep Singh:** Hello Chairman Sir, can you hear my voice?

**Moderator:** Yes, Sir, you are audible.

**Sandeep Singh:** Chairman Sir, first of all, good evening to you. Good evening to all the Board of Directors, all the staff of Netweb Technologies Ltd. and my fellow shareholders. Chairman Sir, *ab to Sir koi question to Sir bachta hi nahi hai kyunki Sir mere previous shareholder ne sare ke sare questions to Sir aapse pooch hi liye hain. Baaki Sir jis tareeke se aap log mehnat kar rhe hain uski hamein return acche tareeke se mil rhi hai Aur Sir, saal dar saal jis tareeke se hamara share price chal rha hai, Sir hamein poori umeed hai aane wale 1-2 saal mein jab ham aapke saamne aayenge to hamare share price jo hai to 5 digits mein hoga. Sir, jis tareeke se aap log mehnat kar rhe hain Sir hamein poori vishwas hai, Lodha Ji aapke upar. Baaki Chairman Sir, aapke netratv ke andar aapka Secretarial Department jis tareeke se mehnat kar rha hai, Sir, ek ek shareholder aapke saamne jis tareeke se bol pa rha hai, Sir, wo inki Sir, mehnat ka hi nateeja hai. Baaki Chiarman Sir yehi kehna chahunga Sir, ye meeting khatam hone ke baad apne CS sahab ki peeth bhi jaroor thapthapaiyega, Sir, jonhone ek ek sharholder ko aapke saamne bolne ka mauka diya. Aur Sir, itni frequently bolne diya. Thank you, Sir. Thank you so much.*

**Moderator:** Thank you, Sir. Now I invite our speaker no. 19, Mr. Devendra Kaur. Sir, you are in the panel. Please enable your video and you may ask your question.

Devendra Sir, you may please ask your question. Devendra sir.

It seems some technical issue. So, we call out our next speaker shareholder, speaker no. 20, Ms. Neha Dua. Ma'am, you are in the panel. Please enable your video and you may ask your question.

Neha ma'am, you may please ask your question.

**Speaker:** *Ji, Neha Dua Ji ke sabhi prashn aapke samaksh rakhe ja chuke hain to samay ki seema ko dekhte hue unhe repeat nahi karna chahenge. Dhanyawad.*



**Moderator:** Thank you, Sir. Our speaker number 21, Mr. Shripal, speaker number 22, Mr. Thappan is currently not present in the panel. So I invite our speaker number 23, Mr. Pramod Kumar Jain. Sir, you are in the panel. Please enable your video and you may ask your question.

**Pramod Kumar Jain:** *Haan, aap mujhe sun paa rhe hain?*

**Moderator:** Yes, Sir, you are audible.

**Pramod Kumar Jain:** *Namaskar, mein Pramod Jain Delhi se Chairman Sir, Board of Directors, Secretarial Department ka bahut dhanyawad karta hoon aapne is AGM mein mujhe bolne ka awas diya aur aaj ke sabhi prastavit resolutions ka mein samarthan karta hoon. Chairman Sir, aapne apni aarambhik speech mein company ke vartman, bhavidhaya ke baare mein vistaar se bata diya hai. Hamein poochne ki aawashyakta nahi hai. Aapki leadership mein hamari company din dooni raat chauguni tarakki karegi aisi mein mangal kaamna karta hoon aur apne Secretarial Department ka bhi bahut dhanyawad karta hoon jinhone is platform se jodne mein haamri bahut madad kari. Aur mein Sir ek sujhaav apne company secretary sahab ko dena chahta hoon. Hamari company me aaj kafi speakers bole hain. Ek address par ek speaker ko bulwaiye. Ek ek family ke 4-4 speakers aaj bole hain. Sir, mein dekh paa rha hoon. Kripya bhavishya mein is cheez ka dhyan rakhiye. Dhanyawad. Namaskar.*

**Moderator:** Thank you, Sir. Our speaker number 24, Mr. Nitesh, is currently not present in the panel. So I invite our last speaker shareholder, Mr. Lokesh Gupta. Sir, you are in the panel. Please enable your video and you may ask your question.

**Lokesh Gupta:** *Hello. Sir aap ,mujhe sun paa rhe hain? Chairman Sir, mein Delhi se Lokesh Gupta aapka aur sabhi Board members ka swagat karta hoon. Sir, excellent Chairman speech ho rhi thi jismein company ke vartman aur bhavishya ke baare mein aapne bataya. Uske baad sawal bachte bhi nahi hain, Sir. Sawal hote wahan hain jahan bharosa aur vishwas nahi ho. Aap par bharosa hai. Vishwas hai, jo nirnay company ke baare mein aapne pehle liye hain, company ke baare mein aage lenge, company ki hit mein hoga. Company accha karegi to shareholders ko reward bhi milega aur mil bhi rha hai.*

*Sir, mujhe ek janna hai bonus share ke baare mein. Kya ham company is par vichar kar rhi hain? Sir ek mein jaroor company secretary Sir ke baare mein kahunga. Meri email ya mujhe aapse judne mein aaj koi problem ho rhi thi. Maine short notice pe unse aaj baat ki. Well time mujhe reply mila jo mein aapse jud paa rha hoon. Iske liye bhi mein unko bahut bahut dhanyawad dunga. Ant me mein company ke sukhad bhavishya ke liye shubhkamnayein deta hoon. Dhnayawad Sir.*



**Moderator:** Thank you, Sir. Chairman Sir, with your permission, can I invite Mr Anil Mehta to ask the question?

**Chairman:** Yes.

**Moderator:** Mr. Anil, you are in the panel. Please enable your video and you may ask your question.

Anil Sir, please ask your question. It seems some connectivity issue, sir. With this, we complete our speaker shareholder queries. Over to you, Sir.

**Chairman:** So basically, I think, Lohit, I think you have to say something.

**Company Secretary:** Yes, Sir. So, thank you for interacting with us. Please stay tuned for a few minutes. We will resume shortly with your answers.

Till then, we would like to run a video about our company and our product. Hope you all will enjoy. Moderator, please start the video.

1:03:42

Company

*advertisement*

*plays*

**Chairman:** Thank you everyone for your patience. Hope you liked the video. So we'll start with the answers. So I would like to really thank all my shareholders for taking out time and basically putting in efforts and complementing the kind of growth and the kind of the area the company is working upon because that is a big motivation for us because your motivation definitely helps us to keep on growing and to keep up the growth momentum up. So to answer your questions, our relevant teams will answer the question.

First, I will ask Hirdey to answer the questions from the basically primarily on the company objectives and goals and all that.

**Hirdey Vikram:** Thank you, Sir, for the opportunity and thank you to the shareholders as well. So, shareholders, it is our pleasure to get in touch with you and interact.

So first of all, it is important to share with you that the kind of goals we are carrying. So, we are clear about our goals that we want to be consistent and focused as regards our product lines are concerned and we want to be consistent in terms of being the dominant in each of our





product line and our consistency and focus will only help us to get you the best returns. That is what we are focusing on and our goal is to get the best return for the shareholders.

And in the area of AI, we especially have the special plans to introduce the complete range of solution by providing the hardware, the software stack and the utilities put together that will help our customers to achieve the ease of usage. So from that perspective, our plans in the space of AI are already clear. That is the reason Skylus.ai has been introduced and the best part is that this has already been getting deployed at various customer locations and the response has been fabulous.

So those kinds of goals we have for the product lines and the business strategies we have. Other than that, as regards our market share and the ranking etc. is concerned, it is important to share with you that we operate in a niche market segments and we have been leaders in each of our product line, be it supercomputing, be it private cloud and HCI or AI. And we want to be in the dominant position in the coming years as well.

From that perspective, we have been constantly putting in our efforts from the perspective of doing the best research and R&D, research and development at our end. And that is quite visible from the fact that we have been adding our teams. We have been constantly working on the products and that is going to help us to retain the leadership position in the market. And scope of AI, as regards scope of AI is concerned. So it is important to share with you that we are very clear about our strategy in the space of AI, and which is also visible and evident from the fact that the way we have introduced Skylus.ai, which is actually helping the customers in the market, be it from enterprise or government space to adopt the technology, to let the users be onboarded in a seamless fashion. And in the same manner, in the coming years as well, we are going to show you the consistency and AI will definitely help us to grow our business and going to be the third important pillar of our business as supercomputing and private cloud and HCI have done in the past. So thank you.

I hope we were able to answer the questions which you had asked. So over to the next speaker.

**Chairman:** Yeah, so basically, thank you, Hirdey. I would like to invite basically Ankit to answer some of the questions, basically primarily which are on his part actually.

**Ankit Kumar Singhal:** Thank you, all the shareholders, to join us today and put their questions. So I like to take a few of them.

There is a question on the future planning for coming years. So the future plans are to grow in our three pillars, product pillars, which is HPC, private cloud, HCI and AI system as we had been proactively guiding that we will grow for next couple of years from to like 30 to 40 percent. So we'd like to maintain that as a strong future plan.

We also want to convey that we started this year with a strong order book and pipeline. So it's a very predictable growth plan that we are keeping actively in every quarter narrative also. So that's the holistic future plan that I would like to convey.



Secondly, there are questions related to the dividend for coming times. So, I would like to tell you that we had, we proposed 13 to 14 percent dividend from our current PAT of FY25 and it's likely to, so this is what we like to maintain and there are questions on the bonus shares and split. So, this is what we will be reviewing as per the market position in coming future.

And there is a question on the EPS thing. Since we are actively guiding on the growth on the top line. So EPS, which we consider as a resultant trigger to all the shareholder and stakeholders. So just to give you an idea about it, in FY24, the EPS happened to be somewhere like Rs 13.8 and in this year, it has grown to Rs 20.24. So we look forward in this growth in this financial metrics for the benefit to all the shareholder and stakeholders.

So yeah, that's from my side.

**Chairman:** And yeah. Yeah, so basically one or two questions which I would like to answer.

One is that basically there was a question on going global. So basically, it's there on the company's cards. Last year, if you see revenue around 5 to 6 percent of revenue came from basically exports. Definitely there is a huge potential for exports in our company, but there is a huge domestic demand as well. You can very well understand a company which is growing at a 40 percent CAGR year, not one year. Last, basically last three, four years, we have seen continuously that kind of growth momentum.

This is the ninth quarter in which we presented the result, and we have shown growth consistently for all the quarters actually. So that's basically because we believe in consistency. We want to basically deliver consistently.

That is there. So domestic demand is definitely prime importance to us. Export, we want to go gradually.

So within maybe two to three years, it will become 10 percent of our turnover, what I can guide at this point of time, but not beyond that. At least for next two to three years, after two to three years, if we can increase it, because currently we are seeing a very, very sustained domestic demand.

**Chairman :** Okay, and there was one question on basically AI, though that is not a very relevant question about the company, but still I'd like to answer that, that basically you wanted the view whether AI will take away jobs.

So I would like to say and reemphasize that, that AI is an enabler. AI will not take away jobs, which we believe actually very clearly, because AI is only helping to create more jobs. And you know what's the government philosophy today also, basically India became a software powerhouse of the world. Today government also wants the India to become the AI factory of the world. So basically that is the Prime Minister's vision. And in that direction, the AI mission



and a lot of things are happening actually in the country, so that India becomes a powerhouse for AI.

Most of the development services, everything get delivered here. So basically, there will be robust demand for AI, and AI will be a demand creator. And I don't think that AI will result in basically loss in jobs.

Maybe the nature of jobs may change, but basically, I feel that will be a great enabler for the economy, for people, for jobs. And I will now hand over to Lohit to answer some of the last questions.

**Company Secretary:** Thank you, Sir. So there are some questions on the ESG and CSR points. So, I would like to reply on those questions. So, we have a dedicated section in our annual report on the project that we have taken during the year on the CSR.

Our priority on CSR is health and education, but other sector also we are contributing CSR amount to those other sectors that are allowed as per companies act. So, and on the ESG side, so we have a dedicated ESG committee that is governed by SEBI, that is chaired by one of the Wholetime director. So, we are taking various steps towards ESG, like some of the shareholders announced plantation drive. So this is one of the part that we have adopted for the protection of the environment. So we are trying our best to improve our ratings and to adopt all the ESG principles that are governed by the SEBI. So, this is all about the CSR and ESG.

So over to you, Chairman, Sir.

**Chairman:** Yeah, thank you so much. Thank you for the questions and thank you to my teams for giving all the answers actually.

So members, please note that the voting on the platform facilitated by MUFG Intime India Private Limited will continue to be available for next 30 minutes. Therefore, members who have not cast their vote yet are requested to do so. The board of directors have appointed Mr. P.C. Jain, practicing company secretary as a scrutinizer to supervise the e-voting process.

Further, I think all in all, we are truly blessed to have such a supportive shareholder community over here on this call. And I want to formally extend my gratitude to each one of you for your support over the past year. And we look forward for your continued support in the times to come.

Very importantly, I want to express my appreciation to all the employees, all the unsung heroes of the companies who have been working very hard to create the company that it is today. It's not easy to grow at 40-50 percent per year actually. Definitely employees contribute and employees definitely work very hard so as to achieve all this kind of basically the kind of growth momentum. And I'd like to especially thank them for that. Okay, and I can tell you on behalf of our management team and board, I want to convey my appreciation to government of India and all regulatory bodies.



I hereby authorize Mr. Lohit Chhabra, Company secretary and compliance officer to declare the results of voting and place the result on the website of the company, MUFG in-time and stock exchanges, the resolution as set forth in the notice shall be deemed to be passed today, subject to the receipt of the requisite number of votes. We are grateful to all of our shareholders for attending the meeting. So, as we approach the conclusion of this meeting, I wish each one of you and your families very good health, happiness, success in the coming year.

I declare the proceedings of this AGM as closed. Namaste. See you next year.