



“Strides Pharma Science Limited  
32<sup>nd</sup> Annual General Meeting”

**August 28, 2023**

<b>Moderator:</b>	Good afternoon. We have the requisite quorum. I request the Chairman to start the proceedings of the meeting. Thank you.
<b>Company Secretary:</b>	<p>Thank you, ma'am. Good Afternoon, Ladies and Gentlemen.</p> <p>I'm Manjula Ramamurthy, Company Secretary of Strides joining from Corporate Office at Bangalore.</p> <p>We welcome you all to the 32<sup>nd</sup> Annual General Meeting of Strides, which is being held through VC.</p> <p>Before we commence the meeting, request the Board members to greet the Shareholders.</p> <p>We will start with Mr. Arun Kumar, Founder and Executive Chairperson and Managing Director of the Company.</p>
<b>Mr. Arun Kumar:</b>	<p>Good afternoon, everybody and thank you for joining for our 32<sup>nd</sup> AGM through video conference.</p> <p>We thank you all for joining today and appreciate your time.</p>
<b>Company Secretary:</b>	Mr. Badree Komandur, Executive Director of Finance and Group CFO.
<b>Mr. Badree Komandur:</b>	Good afternoon and thanks for joining the AGM.
<b>Company Secretary:</b>	Dr. Kausalya Santhanam, Independent Director and Chairperson of the CSR Committee.
<b>Kausalya Santhanam:</b>	Hi, very warm welcome and welcome to this AGM. Thank you.
<b>Company Secretary:</b>	Mr. Sridhar, Independent Director and Chairperson of the Audit Committee.
<b>Mr. Sridhar:</b>	Welcome. Good Afternoon, Shareholders. I'm joining this meeting from Mumbai and welcome to this meeting.
<b>Company Secretary:</b>	Thank you, Sir. Mr. Homi Kushrokhan, Independent Director and Chairperson of the Risk Management Committee,
<b>Mr. Homi Kushrokhan:</b>	Welcome to the meeting. Good Afternoon.
<b>Company Secretary:</b>	Thank you, Sir. Mr. Bharat Shah, Independent Director and Chairperson of Nomination and Remuneration Committee and Stakeholders Relationship Committee.
<b>Mr. Bharat Shah:</b>	Good afternoon and welcome to the 32 <sup>nd</sup> AGM of Strides Pharma.

<p><b>Company Secretary:</b></p>	<p>Thank you, Sir.</p> <p>We also have with us Mr. Sampath Guha, Partner from BSR Statutory Auditors of the Company, Mr. Bhanu Prakash, Partner from Grant Thornton, Internal Auditors of the Company and Mr. Gigi Joseph who is a Scrutinizer for the E-voting process.</p> <p>We also have the Key Executives and Senior Management of Strides joining us from their respective locations and corporate office.</p> <p>Kindly note that all the Shareholders and invitees who have joined this meeting are by default placed on mute by the host.</p> <p>Moving on, we have confirmation from RTA that we have the requisite quorum. We now request Mr. Arun Kumar to chair and conduct the meeting.</p> <p>Over to you Sir.</p>
<p><b>Mr. Arun Kumar:</b></p>	<p>Thank you. As the requisite for quorum is present, I call this meeting to order.</p>
<p><b>Company Secretary:</b></p>	<p>We can start with the AGM presentation.</p> <p>Moderator, can you please put on the PPT.</p>
<p><b>Mr. Arun Kumar:</b></p>	<p>Thank you.</p> <p>In terms of the agenda for today, we have a little overview of the Company for those new Shareholders who may not know much FY 23 performance and our associate companies Stelis and the outlook around that business and the AGM agenda.</p> <p>In terms of a background, we are a diversified pharmaceutical Company headquartered in Bangalore with international operation with 100% of our business focused on international markets.</p> <p>They are mainly in the regulated and emerging markets.</p> <p>We have a very solid R&amp;D base here in Bangalore.</p> <p>We have several plants and have invested heavily in technology led compliance architecture which is helped us maintain a high standard of quality and regulatory compliance. All our manufacturing plants are now FDA compliant and other regulatory bodies.</p> <p>We have a very high-end manufacturing in complex and difficult to manufacture domains and we have a defensible IP led portfolio with a global leadership team running this business for us.</p> <p>Our growth and value creation has been through a strong go-to-market capability that we have in the regulated markets of US, UK, the Nordics,</p>

Australia and South Africa and a branded business in In-Africa which is an emerging market of the future.

We have eight manufacturing sites including manufacturing plants in Singapore, Milan in Italy, Kenya and in New York, which is our flagship plan for the US operations. Next slide please.

FY 23 coming back from a challenging FY 22 as a Company was severely impacted by COVID has been an encouraging year and has led to a very strong foundation by FY 24. And as some of you were already following the Company notice that our Q1 results for FY 24 was the highest ever results for the Company, I mean in terms of revenues and margins and we are well on the trajectory for a promising FY 24.

In FY 23, in the year that we are discussing, we reported a revenue of 3,700 crores which is a 20% year-on-year increase. US sales at 232 million achieved an all-time high and a rather regulated market achieve sales of \$157 million. Gross margins have improved by over 500 basis points and continue to be a strong progress, I mean strong indicator for the quality of our business.

EBITDA from a flat of a zero EBITDA and FY 22 we reported 446 crores of EBITDA which is an increase of 441 crores. Obviously as FY 22 was a flat was the old first year in the history of the Company that we lost money but also did not have an EBITDA. Q4 FY 23 EBITDA at 160 crores was a 33% sequential increase over Q3 and our EBITDA margins are 16.1 is now trending positively towards the historical margins of around 20%.

We reduce debt in the year by 250 crores and revenue increased by 600 crores and in gross margin increase of 480 crores. Our net debt to EBITDA now annualized at 3.4 and is very close to the target that we hope to achieve in FY 24 of under 3.

The Board is pleased to recommend a dividend of 15% given a difficult comeback here. We thank all investors, our Shareholders for their support and this is a small token of our appreciation and I'm sure that our dividends would revert to its historical highs in the coming years.

To go to the next slide, a regulated markets had a 36% growth. Revenues were very solid in the US and in the other regulated markets also the business grew by about 12%, but regulated markets grew by 58%.

Our institutional business which is our which is classified on our emerging markets had has ups and downs because it's very tender driven. But overall, the business reported a pleasing outcome given the challenging years in which we reset the Company.

During the year we revamped our cost structure, we improved our network optimization exercises reducing our headcount cost, of course we were also benefited by improved costs and logistics. Consequently, all of this spread through to a fairly strong performance. So that is as regards the last year's

performance, but we'll take the opportunity for your presence to also give you a brief on how our Q1 of this financially have panned out, we had a next slide please.

Next slide, Thank you. Revenues grew 11% Y-on-Y and margins improved significantly from 53% to almost 59% increasing margins by over 100 crores during the quarter and EBITDA grew from 48 crores to 169 crores which is a 3½ times improvement and adjusted back from negative is now in positive territory.

Debt has further reduced by about 50-60 odd crores and we continue to generate free cash and we are on a trajectory to meet our objectives of a debt to a bit of under three times. Next slide as I take on Stelis.

Stelis is a is an associate Company of Strides. Strides has invested approximately Rs. 800 crores in this for a 30% ownership. Combinedly, we have invested over Rs. 2,500 crores in building one of the world's or at least India's leading biopharmaceutical CDMO. There are a lot of CDMOs operating in India or the biopharmaceutical CDMO. By far, we are the most advanced in terms of our infrastructure and capabilities.

Since our FDA inspection in the last year, we have achieved significant progress and we have now secured master services agreements and added several customers to a headcount of now 15 customers including global leaders.

And as a CDMO, this has been a great win for us in the last several years. We of course are coming back from a very difficult period of a massive write off we had because of Sputnik and the challenges we had of in the new facility we built dedicated for Sputnik. This resulted in the Company taking significant losses of under recovery and therefore it had an impact on strides since then.

I'm pleased to report that in July we entered into an agreement with Syngene, which is part of the Biocon Group to sell our new unit that we built for Sputnik. This arrangement will not impact the biologics business because this was a new site dedicated for vaccines.

We have signed a binding term sheet with Syngene, by which Stelis will receive ~Rs. 700 and odd crores and consequently our debt in Stelis will reduce dramatically to under Rs. 300 crores, yet having infrastructure of over Rs. 1200 crores of infrastructure and customers to build out a biopharmaceuticals business to a great size and value. We expect to share more news with you in the near term.

We also reported in our earnings call that from Q2 onwards Stelis is EBITDA positive and we expect sellers to be a strong part of a biologic CDMO build out.

Thank you for listening on my opening commentary on Strides in the Q1.

	And now I will let, Manjula speak about our AGM agenda. Thank you.
<b>Company Secretary:</b>	<p>As the notice and the annual report is already circulated to all the Shareholders, we take the notice convening this meeting both report and auditors report as read.</p> <p>Members to note, auditors report for the consolidated and standalone financial statements of the Company for the financial year ended March 31, 2023 does not contain any qualifications, observations or adverse comments.</p> <p>Statutory registers of the Company required to be made available during the AGM are open for E-inspection. Certificate from the Secretarial Auditor confirming that the scheme is in line with the SEBI Regulations also forms part of the documents for E-inspection. We hope that the disclosures and explanations provided in the annual report are clear to the Shareholders.</p> <p>We now welcome questions from the Shareholders.</p> <p>Ladies and gentlemen, moderator will now call out the Shareholders who have expressed their desire to speak at the AGM.</p> <p>We request the speakers to keep their questions brief and limit their speech to 3 minutes. We will first hear out all the questions and will respond to them comprehensively in the end. Queries which may remain unanswered at this meeting will be responded through e-mail.</p> <p>To start speaking, Shareholders are requested to click the video button. If the Shareholder is not able to join the video for any reason, they can continue to speak through the audio mode. While speaking, we would request the speakers to use headphones so that they are clearly audible. Minimize any background noise. Ensure that your Wi-Fi is connected well and there are no other background applications running.</p> <p>If the speaker is not present or if there are connectivity issues, we would ask the next speaker to join. Once the connectivity improves, such speaker can join back the query during the AGM. If the Shareholder faces any technical issues, they may reach out to the helpline number provided along with the notice. We now request the moderator to commence the Q&amp;A session. Over to you Sir.</p>
<b>Moderator:</b>	Thank you. I request our first speaker, Mr. Aspi Bamanshaw Bhesania. We request you to kindly unmute your audio switch on your webcam and proceed with your question.
<b>Mr. Aspi:</b>	Sir, can you hear me?
<b>Chairman:</b>	Yes sir you can

<b>Mr. Aspi:</b>	<p>Yeah, I'm Aspi from Bombay. So, every time we used to attend your physical meeting. But you're not holding a physical meeting even this year when COVID has gone long back all the big companies like L&amp;T and Supreme Industries and Bosch and everybody is holding physical meetings. I don't know why you didn't want to hold for reasons best known to you.</p> <p>You've done quite well in the year from a loss. In the consolidated level, we made a small profit. In first year first quarter of the current year, our results are slightly on the bad side compared to March quarter, even the profit for the quarter is slightly down and top line is also slightly down.</p> <p>So how do you see the current year going forward? And who owns the balance 70% in Stelis, why we bought only 30%, why not 51%?</p> <p>Thank you very much and I hope the Company Secretary becomes more Shareholder friendly. Thank you.</p>
<b>Moderator:</b>	Thank you, Mr. Aspi. I request our next speaker, Mr. Arun Kumar Bopanna. We request you to kindly unmute your audio switch on your webcam and proceed with your question.
<b>Mr. Arun Kumar:</b>	Good afternoon. Hello.
<b>Moderator:</b>	You're audible and visible sir. We request you to kindly proceed
<b>Mr. Arun Kumar:</b>	<p>Yeah, good afternoon. Nice seeing you after three years I think, apart from meeting at Bangalore airport.</p> <p>Just one question about KYC and IEPF. It has become a nightmare and I don't have any problem with your Company in IEPF. But as a relief to other Shareholders, I just want to ask Manjula to contact me so that there is some Company in Gurugram who's helping the Shareholders recover their shares from IEPF.</p> <p>They charge some 12% or something. If Manjula contacts with me, if, if she's helping directly, there is no problem. But if she wants to outsource, I can share their number and e-mail ID. With this, I'm happy Company is turning around and I hope to see you soon and we have a physical meeting next year. Thank you.</p>
<b>Chairman:</b>	Thank you.
<b>Moderator:</b>	Thank you, Mr. Bopanna. I request our next speaker, Ms. Celestine Elizabeth Mascarenhas, we request to kindly unmute your audio switch on your webcam and proceed with your question.
<b>Ms. Mascarenhas:</b>	Hello. Hello. Am I audible?
<b>Moderator:</b>	Yes, you are audible kindly proceed.

<p><b>Ms. Mascarenhas:</b></p>	<p>OK. Thank you. Respected Chairman Mr. Arun Kumar, Executive Director, Badree Komandur, other members of the Board, my fellow Shareholders who are attending this VC meet.</p> <p>I am Mrs. CE Mascarenhas attending from Mumbai.</p> <p>First of all I like the complete cover up which Mr. Arun gave, very good presentation covered nearly every aspects about the Company, even those which were in my mind; even then we would like to ask more.</p> <p>Now working is not that good but I am happy that you are in the we are in the dividend list 1.50 per share of 10. I am very happy this will raise our market capitalization as we had some 4-5 years back.</p> <p>Now my query is, I would like to know that whether we have done ESG rating and if so what is our score, who is the rating agency and have listed or have to be listed on a dedicated ESG platform.</p> <p>Next question is Stelis is a leading global biopharmaceutical contract development CDMO. How much of business we have envisage growth and margin in that business. How much?</p> <p>Next question is how much of saving is done in AVD and cost that is CIP Cost Improvement Programs, how much it will contribute to our profits in the future.</p> <p>We have eight manufacturing plants spread over all the all the countries in the world. What is the average capacity utilization of these plants and which plant in which part of the Country is having the highest capacity utilization?</p> <p>My next is, we have focused on portfolio selection by focusing on difficult terrain to develop and differentiate products. Which product/ products have we have focused on?</p> <p>Next is R&amp;D innovations, how many scientists are there, average age and the attrition level.</p> <p>Next is we are operating in 100 plus countries. Which country we get the maximum revenue by way of exports and margin growth. Remaining, I don't want to ask.</p> <p>I also, like Aspi, really miss the physical meeting which used to be in New Bombay and especially the fellowship which you were showering on us is too good. Not only that I don't get a physical annual report because we being seniors we find very difficult to read on online.</p> <p>So how much saving is made by the physical meeting not being there. Can you not give us, I tell the Secretary, can you not give us one at least hard copy for us to read and understand better. Why cant you do that? I don't</p>



	<p>know why it is like that. I somehow feel and I have been a Shareholder of this more than 25 years.</p> <p>I have enjoyed the goodnesses, I've enjoyed the pains and I have a lot of interaction with the Mr. Arun when I would come and you would say also now don't expect anything for another 2-3 years.</p> <p>You know i'm very grateful. Very high dividend also you have given. Now I will not ask because the dividend has become all taxable with my other incomes. So, rate of taxation is also going up with this. I thank you very much for giving me this patient hearing. May God bless our Company 100 folds. Thank you once again.</p>
<b>Moderator:</b>	<p>Thank you ma'am. I request our next speaker, Mr. Rajesh Kewalram Chainani. We request you to kindly unmute your audio switch on your webcam and proceed with your question no response received. I'll request our next speaker Mr. Kaushik Narendra Shahukar. We request you to kindly unmute your audio switch on your webcam and proceed with your question.</p>
<b>Mr. Kaushik:</b>	<p>Am I audible</p>
<b>Moderator:</b>	<p>You're audible kindly proceed with your question. Thank you.</p>
<b>Mr. Kaushik:</b>	<p>Yeah, thank you. Good Afternoon everyone. I am honored to have the opportunity to address you all today and would like to express my gratitude to the Board of Directors for allowing me the chance once more.</p> <p>First of all, I salute the Board of Directors for continuing VC mode of meeting they were allowing PAN India participation. Sir, request you to continue this trend. I am a satisfied Shareholder of our Company and I must commend management for the remarkable efforts in creating wealth for the Shareholders. More particularly for the minority Shareholders.</p> <p>I would like to raise a couple of concerns. My primary concern pertains to the utilization of saving on the account of VC mode of meeting. I believe it would be prudent and fair to allocate a portion of this funds to the welfare of the Shareholders, more particularly among Speaker Shareholders who actually participate in the AGM as speakers.</p> <p>Considering the welfare contribution and active involvement in the meeting, it will be gesture of recognition appreciation to distribute a small memento among them on the occasional festivals.</p> <p>Sir, can you provide the breakup of expensive account of physical meeting and on virtual meeting if possible. I humbly request the board to consider my proposal and explore the possibility of implementing the gesture of gratitude and appreciation.</p>

	<p>By doing so, I assure you that it will reinforce the positive of the Company and stakeholders and contribute the overall well-being of the corporate family.</p> <p>My next question, how has the Strides product portfolio evolved over the past years? Are there any notable new products launches or development in the pipeline? What is the Company approach for the product innovation and development, especially in terms of addressing unmet medical needs?</p> <p>Does the Company manufacture any drug for skin rashes and also for urinary infection? If any, it will appreciate if you can share the name via e-mail or via call.</p> <p>My final concern is the Company has been hesitant in supporting individual in need, including myself. I have shared my credentials in past and followed up consistently but my request has not been considered. Would support to differently abled person be part of CSR activity? My appeal is for support in certification work including form 15-CB. Your support would mean a lot to me. If I can't get help from reputable company like Strides Pharma, then whom can I turn to?</p> <p>I'm sending my credential after meeting in the hope for receiving justice and proactive consideration for desired health and support. I want to clarify that I'm not seeking handouts of free money, knowledge, sympathy. I value my independence and self-reliance. I'm chartered accountant myself and I hope you can understand and respect my desire to maintain the independence.</p> <p>Thank you for considering my request. I firmly knew that with your support I can make significant contribution to our organization and have a positive impact on society.</p> <p>I eagerly await the responses and sincerely appreciate the time and attention you have given me today. Additionally, I would like to request the assistance in introducing me to esteem Auditor, BSR and Company LLP. As a fellow professional, I believe the expertise and guidance would be in realizing our visual goals. Thank you. Thank you so much Sir.</p>
<b>Moderator:</b>	Thank you. I request on next speaker, Mr. Vinay Vishnu Bhide. We request you to kindly unmute your audio switch on your webcam and proceed with your question.
<b>Mr. Vinay Vishnu:</b>	Hello. Are you able to hear me,
<b>Moderator:</b>	You are audible Sir. Kindly proceed with your question. Thank you.
<b>Mr. Vinay Vishnu:</b>	Thank you. Good afternoon to you all. Chairman. Mr. Arun Kumar, Executive Director, Mr. Badree, Company Secretary and Compliance Officer, Manjula Ramamurthy, Company Executives who be present on today is AGM call, fellow Shareholders.

I'm extremely pleased Sir with the presentation that you made on the performance of the Company for financial 22-23 in the annual report.

As always, we excelled on that count. Subsequently, I'm also pleased, you know with the excellent presentation that you have given us at this meeting. It really helps us understand the business verticals, the present business and the future much better than you would normally appreciate in a press release on the annual results or the quarterly results and I thank you so much for the same.

Now just to understand the present and the future better, I have listed out a few questions for which we seek your indulgence and some flavor as to how we could see the company's business in the future.

Our turnover this year was Rs. 1,850 crores versus Rs. 1,980 crores last year that is in financial year 22; net profit was down to about Rs. 4.5 crores versus Rs. 180 crores in 2022.

You did mention the reasons for that; as also you did mention that in the Q1 of 2024 we have had a turnover of Rs. 475 crores and a net profit of Rs. 8 crores versus Rs. 425 crores and 66 crores in the last year.

Now having understood couple of reasons that you mentioned - one of them is reduction in the debt, without going into the numericals on the financial side could you help us understand on a macro level as to what are the market dynamics that have changed versus last year in terms of the volume of the business that we have done in the various verticals as well as the price realizations because that will help us, understand the dynamics, changing dynamics of the business or the chain dynamics of the business better. So that is point number one.

Couple of other issues on the compliance, I did listen to early Shareholder, mentioned that you know we should get back to physical AGMs because it is high time we'll be pleased to meet you next year in a physical AGM in Mumbai.

Just one suggestion that I would like to make when we of course Karvy services have been very good, both their connectivity at the AGMs as well as the communications before and after the AGMS also. But I got one suggestion, this is today we are on the 28<sup>th</sup> of August and we are well into the AGM season as we call it. So that being so, request your Company secretary, you know Madam, to make a note and ensure that if there is a specific request or even otherwise from Shareholders, you will see professional companies you know sending speaker links along with the speaker serial number. Please make a note of this. If we do it, you know we will you know better regarded, you know as a professional Company.

There is one point and one final point, that is of course in a personal note, but I will not go into my details like an earlier Shareholder. I represented one of the prominent brands of this Company in the IT and digital space. So

	<p>I did try to get connect with, our IT and digital team with help from, the Mumbai office that is not matured so far.</p> <p>So Madam, you know after this AGM if you could share your contact number, I will try to to see if the brand that I represented in the facilities or the details that the Company use in the few IT and digital can be of mutual help.</p> <p>Otherwise I find that most of the things are really explained by Mr. Arun Kumar, I have no further questions to ask.</p> <p>I will save common type and I will wish you, the board as well as the employees all the best. Thank you for giving up for you to speak.</p>
<b>Moderator:</b>	<p>Thank you. Mr. Bhide, I request on next speaker Mr. Ramesh Shankar Gullah, we request you to kindly unmute your audio switch on your webcam and proceed with your question. Thank you.</p> <p>No response received. I request Mr. P Jaichand to kindly unmute your audio switch on your webcam and proceed with your question.</p> <p>No feedback received. I request our next speaker Miss Lekha Satish Shah. We request you to kindly unmute your audio switch on your and proceed with your question.</p>
<b>Miss Lekha Satish Shah:</b>	<p>Hello, can you hear me ma'am?</p>
<b>Moderator:</b>	<p>Madam, you're audible. Kindly proceed with your question. Thank you.</p>
<b>Miss Lekha Satish Shah:</b>	<p>Thank you, ma'am. Respected Chairman, Sir, Board of Directors and my fellow members. Good afternoon to all of you myself, Lekha Shah from Mumbai. First of all, I am very much thankful to our Company Secretary Manjula Madam for sending the AGM notice well in time which is full of knowledge, fact and figures in place.</p> <p>Thank you Arunji for such a informative and wonderful presentation. Chairman Sir, I hope the Company will continue video conference meeting in future. Sir, I am confident that with your vision and determination you will lead our Company to greater height and also I pray to God our Company should progress more and more under you and your team. Sir.</p> <p>Chairman Sir, I pray to God that he always shower his blessing upon you. Sir, I have a couple of questions.</p> <p>My first question is what is the future of Company?</p> <p>My second question is how are we planning to increase to revenue?</p> <p>What is the total number of employees and how many women employees are working in our Company?</p>

	<p>So, I strongly and wholeheartedly support all the resolutions for today's meeting and my best wishes always our Company and its prosperity. Thank you so much, Sir.</p>
<b>Moderator:</b>	<p>Thank you, mam. Now I request Miss Vasudha Vikas Dakwe to kindly unmute your audio switch on your webcam and proceed with your question. Miss Vasudha Vikas.</p>
<b>Miss Vasudha Vikas:</b>	<p>Hello. Can you hear me, ma'am? Very good afternoon. Hello. Thank you, ma'am.</p> <p>Respected Chairman, ma'am, my fellow Shareholders myself, Vasudha from Thane. I would like to congratulate our Company Secretary team for sending me the soft copy of the report well in advance, which itself is clear and transparent. I would like to ask what is our attrition rate?</p> <p>Secondly, I would like to ask what is your next two to three years Capex plan? With this, I support all the resolution.</p> <p>Thank you very much and wish the Company all the best for coming financial years. And my best wishes for all the festivals coming during the month of Shravan and Bhadrapat. Thank you very much.</p>
<b>Moderator:</b>	<p>Thank you. I request Mr. Vinod Motilal Agarwal. We request you to kindly unmute your audio switch on your webcam and proceed with your question.</p>
<b>Mr. Vinod:</b>	<p>Yeah. Hey, can you hear me?</p>
<b>Moderator:</b>	<p>You are audible sir. Kindly proceed. Thank you.</p>
<b>Mr. Vinod:</b>	<p>Chairman and MD, Mr. Arun Kumar, the CFO, Badree Komandur, we used to meet quite often and as CS, Manjula Ramamurthy, we used to meet in Vashi for our AGMs physically been missing them for since long.</p> <p>Like ASPI, I would say that we should have a physical meeting from next year onward. I don't know why didn't you have it this year. Sir but the performance of the Company has been improved from the last year's losses, the losses this year, overall losses due to exceptional items over there, but they have reduced to quite a large extent. And the performance in R&amp;D of the 280 filing, we have received 260, which is a very good rate of strikes from 280, you get 260 and is approved is a very good thing.</p> <p>And you've launched 23, the launches and new launches again, which will give us better revenues in the current year. And there is 7 new approvals you've got this year for the new ANDAs that you have filed of the 12 filing.</p> <p>And one second, Sir, I'll have to go through my pages.</p>

	<p>Yeah, filed received except this tell us - the Stelis deal is for Rs. 702 crores with Syngene, have you received the money or it is still some due diligence is pending in that deal. Sir, I'D like to know because these kinds of deals have due diligences and is anything pending in that full money has been received. This is my only query on that.</p> <p>Sir I sign up, Vinod Agarwal from Mumbai. I but you would know me by face definitely. But we used to attend so many meetings in Manjula would know me and I met you also Sir. But it's been long so we you may not remember me you know, I am Agarwal from Mumbai. Thank you, Sir.</p>
<b>Moderator:</b>	Thank you. Mr. Agarwal. I request Mr. Yusuf Yunus Rangwala. We request you to kindly unmute your audio. Switch on your webcam and proceed with your question. Mr. Yusuf, we request you to kindly proceed with your question.
<b>Mr. Yusuf:</b>	Hello. Hello. Hello.
<b>Moderator:</b>	You are audible Sir. Kindly proceed with your question.
<b>Mr. Yusuf:</b>	Thank you. Hello,
<b>Moderator:</b>	Mr. Yusuf, you are audible. We request you to kindly proceed with your question. We will come back to Mr. Yusuf. I request our next speaker, Mr. Hiranand Kotwani. We request you to kindly unmute your audio switch on your webcam and proceed with your question.
<b>Mr. Hiranand:</b>	Hello. I'm audible?
<b>Moderator:</b>	You are audible, Sir, kindly proceed.
<b>Mr. Hiranand:</b>	I see my video is not visible. OK, is it visible.
<b>Moderator:</b>	We have not received your video.
<b>Mr. Hiranand:</b>	<p>Ok, ok. I will just speak.</p> <p>Sir great Company but certainly the last so many years it's the growth is uneven and profitable uneven. I fail to understand what is the reason, great potential, but we are not optimum utilizing that gentleman.</p> <p>What the new product you are going to launch or any new product will come and how the growth will come in the years to come and maybe expansion or take over you are doing, particularly the R&amp;D and the new product. I want to know from you and how the market is there and how you are to your market presence.</p> <p>Sometimes the law, sometimes the profit with products are well known.</p>

	<p>What is the pain you have come across in last year and this year, How you come up in various regular approval, various market, various geographies, how you see the Indian market and global market and in new country you are going to launch some product. What is the experience with the USA and Europe?</p> <p>Thank you. Please direct all these things you hope for the better. Reward will come to the minority Shareholder in the years to come dividend and other means also. Thank you.</p>
<b>Moderator:</b>	Thank you. Mr. Kotwani. We request Mr. Dinesh Gopaldas Bhatia to kindly unmute your audio switch on your webcam and proceed with your question.
<b>Mr. Dinesh Gopal Das:</b>	Hello. Mera aawaz sunaai dhetha madam
<b>Moderator:</b>	Yes Sir. you're audible kindly proceed with your question? Thank you.
<b>Mr. Dinesh Gopal Das:</b>	Mera video dhik rahahee madam
<b>Moderator:</b>	Sir not yet sir, we have not received your video yet
<b>Mr. Dinesh Gopal Das:</b>	<p>Hello first mein Chairman ji aapko aur aapka entire team ko congrats khehunga. bBhahut accha aaplog kar rahei ho. his Jjiske hamari dhas rupayae ka share hai vo aaj ki tharekh 436/ 435 ke oopar khot ho rahae jo hamari company ki pragati dhikrahi hai.</p> <p>Hamae accha lagtha hai ki hamari company jo pharmaceutical ka bhahuth bhadiya business kar rahae muje khali ithana jaan na tha ke hamara foreign mein kitna global ke liye hamara kithana investment hai; aur hamara income foreign ka kithana hai. vo thoda aap jaankari dhengae bhaki ko mein dhoktha hun aap log bhahuth bhadiya kar rahe. Phehalae thoda chum huaa hai aapne aapka speech mein bhi presentation mein khafi cheez bhathaya aur khafi shareholder bhath poochi hai. bhi uskho repetition nahi kartha hoonun.</p> <p>Ek cheez bhi muje kya hamara march quarter mahine ka jo munapha jo hai 5Rs. 62 crores Rs. 563 crores turnover phe 62 crores hai; . Par hamara pehele aapka saal ka jo net profit dhikha raha hai, voh net profit Rs. 4.68 crores thakha dham kham kaisa hogaya. Kya hamara subsidiary company hai uske jo loss hai, iske kaaran ham ithana bhaki kho ham dhokne bhut bhadiya kaam hai June mahina ka ham dhokha hai June mahina kho bhi jo munapha hai, voh turnover renenu achha hai. 475 crores. Par hamara jo munapha hai March mahina mein Rs. 62 crores tha uske saamneih Rs. 8 crores hogaya tho uske bare mein bhi jaankhari dheinge.</p> <p>Bhaki last time mera suggestion hai aapko hamara jo shares hai saal mein khabhi bhi 265 ke oopar hi rakha hai minimum 268 saal mein aur highest 480 ho tho. aap kyo na ye 32nd 0 second AGM hai tho aap split kardheinge, share ka dhas rupayka share hamara hi vo agar 5 rupayka kareinga tho ke share ka 2 share ho jayega tho hamein mini bonus ho jayega tho hamari balance sheet meing kahi reflection nahi padega. Kuch pharak nahi padega.</p>

	Ho sakhe aapka next meeting mein aap yeh splite ke bhare mein charcha kijiye. Bhakhi mein har ek resolution mein support dhetha hoonun. All the best. Thank you. Aapne mokha dhiya muje bholneka.
<b>Moderator:</b>	Thank you Sir. I request Mr. Yusuf Yunus Rangwala to kindly unmute your audio switch on your webcam and proceed with your question.
<b>Mr. Yusuf Yunus Rangwala:</b>	<p>Yes Sir. Very good afternoon Sir.</p> <p>I am very thankful to our Karvy people who are thinking, who are giving us very excellent services.</p> <p>Sir, they are No. 1 at present. Kabhi ho jaye, kabhi vaapas mere kho bhulaya, Krupa kiya tho unke saath dhanyavaadh dhetha hun. Koti koti pranaam se vo sir mein aapko bhahuth shareholder hoonun sir. Mein Mumbai mein chance dhetha the.....</p>
<b>Moderator:</b>	Mr. Yusuf, we lost your voice.
<b>Company secretary:</b>	Can we the next speaker?
<b>Chairman:</b>	Moderator, please move to the next speaker
<b>Moderator:</b>	I request Mr. Anil Babubhai Mehta to kindly unmute your audio switch on your webcam and proceed with your question.
<b>Mr. Anil Babubhai Mehta:</b>	Hello, am I audible
<b>Moderator:</b>	You're audible, Sir, kindly proceed with your question. Thank you.
<b>Mr. Anil Babubhai Mehta:</b>	<p>Thank you very much. Good afternoon to all.</p> <p>This is Anil Mehta attending this meeting from Mumbai. Sir, we have a few questions. My first question is that what are the Company's Capex plan and present capacity utilizations?</p> <p>What are the Company doing to improve the Shareholders relations? The next question, how does the Company identify a new director? Has that Company used outsourcing services to find the directors? What fees will pay to these consultants? Does the Company considers nomination from the Shareholders? Sir, what are the major opportunities and challenges facing the Company and how does the management plan to respond?</p> <p>So my last question is that Sir, who is the lowest cost producer of all the product in our industry? What steps has the Company taken to achieve the lowest cost possible? With this we are supporting all the resolution and thanks to the secretary department and all the best for the future. Thank you very much. Best of luck.</p>



<b>Moderator:</b>	Thank you. I request Mr. Kirti Shah to kindly unmute your audio switch on your webcam and proceed with your question.
<b>Mr. Kirti Shah:</b>	Chairman Sir, Chairman Sir, mera aawaz aarahi hai?
<b>Moderator:</b>	You're audible.
<b>Mr. Kirti Shah:</b>	<p>Aap jo bhi working dhikhaya hai already Rs. 8 crores profit hai standalone mein aur last June 2022 quarter mein 66 crores ka loss tha uske vajah kya 66 crores ka loss tha jo last quarter June mein. Chairman sir abhi jo apana profit hai Rs. 62 crores. Rs. 62 crores se 8 crores kaise hogaya? Profit uska reason aap jaroor bhathayiye. Chairman sir apne promoter holding kithana kam kyo rakha hua hai only 28.07%. ithana purani company aur aap usne kya hai company mein koyi beek aapka jo kahi ismein hai ki bhayi aapka koyi negative hoga tho apna holding bhadana nahi chahatheho.</p> <p>Aaphi jaantha honge ismein negative kya hai 32 years old company aur price tho book value only 1.18. uske vajah price tho book value ithana kham ho aur ithana fluctuating working hai. Every year aapka jo working hai ithana accha profit tha jo ithana chum kyuno hogayahi. Jo aapka profit standalone mein Rs. 4.68 crores current year mein jo last year aapne Rs. 180 crores dhikhaya aur jo ususe mein aap phehale Rs. 78 crores dhikhaya. Oose phehale aapka Rs. 111 crores dhikaya, oose aap ek saal phehale Rs. 110 dhas crore dhikaya. Ithana bhadiya profit company ka ithana kam chum kaise hogaya. Kya reason hai jo thoda phehale discuss kareinge Chairman sir aap kithani product project mein patent kiya aur kithni brand aapene brand branch thahath aur patent ka tha after valuation kiya hai tho; company ka valuation ka inner value kya hai. bbrand bhi aur yeh company bhi voh thoda bhayas kareinge aap Chairman sir. Yeh jo hai meine aapko email kiya voh hai ; voh email ka aap poori details kareinge? Detail reply kareinge madam. Aapka annual report mila nahi hai. Jara aap sochiye ki shareholder mein email karthe; aapko tho voh aap sahi tharah se sahi unskho reply kare. mile aAur aapke corporate governance follow sahi tharah se honi chahiyae.</p> <p>Wish you all the best. Thank you very much.</p>
<b>Moderator:</b>	<p>Thank you. So, I request Mr. Tamal Kumar Majumder to kindly unmute your audio switch on your webcam and proceed with your question. Thank you.</p> <p>No response received. I request Mr. P Jaichand to kindly unmute your audio switch on your webcam and proceed with your question. Thank you. Mr. Jaichand</p>
<b>Mr. Jaichand:</b>	Can you hear me? Am I audible?
<b>Moderator:</b>	You're audible. Kindly proceed with your question.
<b>Mr. Jaichand:</b>	Me the shareholder of the Company, my DPIL 301637 and client ID is 41359155. First of all, I congratulate the management on the eve of annual

	<p>general body meeting. First, all is well with you and your family this challenging situation.</p> <p>A Company deserves much more respect than the current market. After completing more than a decade of successful operations, profitability, dividend history, I would like to know how a business will be.</p> <p>In fact in the past three years of this COVID time the coronavirus and subsequent lockdowns have left virtually no interest to be untouched after the covid and what are the steps being taken by the management to reduce the other expenses And nothing much to answer.</p> <p>I wish I thank the Company secretary and our entire team. This annual general body meeting success. I wish the Company and the board of directors a great success and prosperity in the coming future. And thank you for giving the opportunity Sir. Hope to see you in the physical AGM next year. Thank you Sir.</p>
<p><b>Moderator:</b></p>	<p>Thank you Mr. Jaichand. We have completed the questions from the speakers. I hand over the session back to you, Chairman, Sir, thank you,</p>
<p><b>Chairman:</b></p>	<p>Thank you, Thank you for all for your questions. There are many questions about a physical AGM. We are also looking forward to meet all of you and we are sure that next year onwards given if the circumstances are good as it's now, we would have physical AGMs going forward.</p> <p>So, we look forward to seeing most of you or all of you in our next AGM in new Bombay. There have been some questions on our numbers. I think many Shareholders have picked up numbers which are reported as standalone numbers. I would like all Shareholders to refer to a consolidated numbers as we are a global Company and we have several, all our international operations are based out of our Singapore subsidiary which is wholly owned by Strides and consequently the combined numbers is what we present in our press releases and our earnings call. Please do refer to those numbers as if you refer to your standalone numbers you will not see consistency in our performance.</p> <p>Last year our associate companies Stelis had a significant write off related to Sputnik vaccines because we were not able to sell those vaccines because of the war in Ukraine. Consequently, the equity pick up losses was what is resulting in loss reporting at Strides and we have one more quarter of difficult times with Stelis but we have already guided from H2 onwards Stelis is a profitable operations.</p> <p>There were questions on support from Arun on our IEPF. I just want you to understand that we only have 20,000 shares in that account and we continue to work with Shareholders to even diminish that amount as those number of shares. So, I don't think it's really relevant when the total value of these shares are less than rupees One Cr to find a consultant to find solutions.</p>

There was a question from Aspi on why we own only 26% of Stelis. We own actually 31% of Stelis and we have invested Rs. 700 crores as the Company required over Rs. 2,500 crores to for this build out. We had challenges around all of that which meant that we had reasons to bring in other investors which is what we have done. We hope to have some updates on Stelis in the next couple of months and I'm sure you'll be pleased with those outcomes.

There were questions on our ESG rating. You will notice that in our current balance sheet, we have over 30 pages covering our ESG initiatives. We currently are not rated in any platform. However, we have now engaged with advisors to get our ESG rating for the next financial year and we're doing a lot of work towards that to ensure we get a respectable rating.

Mrs. Mascarenes, who's also our favorite Shareholder for many years, also alluded to the questions on our AVDs and CIPs. I'm pleased to let you know that over the last two years we have improved our cost structure by over 200 crores and there was a question on average capacity utilization. Average capacity utilization is about 60%. We are currently conducting a network optimization program to see if we really need so many plants and we will come back to you with more news around it.

US is our biggest country with regards to revenues, more than about 40% of the revenues come from the US. We have approximately 150 odd scientists, not about 150 scientists and about 100 technology experts working in different streams. So about 250 people working in science and technology and material science and technology as we call it.

And the attrition rate in in the industry is approximately 15%. We are well under that. The product portfolio new launches is a consistent program at the Company. We have approximately expect 20 odd products to be launched every year. For Mr. Vishnu's question, my suggestion is to please look at a consolidated number as you'll get a much better view on the Company.

As regards total employees and women employees, 17, so we have approximately 3,000 employees, yeah, and 17% of these employees are women employees. We have a very focus on increasing this especially in manufacturing where the percentage is low. I'm also pleased to let you know that in our leadership team we have over 33% of our leaders are women leaders and also in our scientific community. But in our operating and manufacturing team is as obviously the hardships around that is harder. We are still working very hard to increase our women employee ratio there.

So, again for Mr. Motilal's questions, please refer to our consolidated numbers. I can tell you that the announcement with Syngene for the 702 crores was a binding term sheet. There are certain conditions that we have to complete which we hope to complete in Q3 and consequently we have both companies have announced that we expect the deal to close before December and we are on track.

	<p>For Mr. Kotwanis question on growth and profits uneven. Please look at the consolidated number. You will see that the growth has been even and the EBITDA growth has been consistent. However, because of the Stelis loss pickup, you will see quarters where we had issues. You will not see this from Q3 onwards. You will see much better numbers, but please do refer always to a consolidated numbers as we do not have any sales in India, all our sales are international.</p> <p>So, some of those sometimes if you look only at the standalone numbers they may be misleading. These also in with regards to our Capex plans are average Capex per year is approximately 100 crores. Our capacity utilization is about 60 to 70% in that range. We do not have any new directors that have been appointed in the last two or three years and we do not use any third party consultants and neither we paid any fees for these directors to be on our board.</p> <p>We do not position ourselves as a low-cost provider of pharmaceuticals. We position ourselves as a as a technology player and therefore cost is not the leader of our strategy. It's predominantly our portfolio.</p> <p>There was also questions of splitting the shares, which is a regular question we get at AGM. We think it's still a little too early to do that. We have announced that we need two years to you know to get a lot of the initiatives that we started last year to progress. And then I'm sure this will reflect in a new share price that we all aspire to. Our current value of our IP's and it's approximately more than 1,000 crores about 1,000 crores plus and this is because we have over 300 products IP's which sits in our system in Singapore. I am assuming that I've addressed most of these questions, but if there are any specific questions, additionally, please do write to us and our Investor Relations team would more than happily address those questions. Thank you. Moderator, you could continue, you can continue Manjula.</p>
<p><b>Company secretary:</b></p>	<p>Yes, I can continue with this. We would like to proceed with the agenda items stated in the AGM notice. Moderator, can you please put the agenda slide on the screen please.</p> <p>As the AGM is held through VC and the resolutions have been put to E vote, there will be no proposing and seconding of resolutions. Shareholders may also note that there'll be no voting by show of hands Shareholders to know that the Insta voting on the K Fin platform will continue to be available for the next 30 minutes.</p> <p>Shareholders who have not cast their vote earlier may vote now. Mr. Giji Joseph, Scrutinizer for the E-voting process, will submit his report on the voting results to the Company. E-voting results would be announced on or before Wednesday, August 30<sup>th</sup> and the same would be intimated to the Stock Exchanges and uploaded on the website of the Company and RTA.</p> <p>The resolutions are set for the notice shall be deemed to be passed today subject to receipt of requisite number of votes. Thank you all for attending</p>

	the meeting and I hereby request the Chairperson to declare the proceedings as closed.
<b>Chairman:</b>	<p>Thank you all. Thank you for your time today and thank you very much for joining our AGM meeting. I look forward to seeing you all in our physical AGM meeting next year with your consent. I and on behalf of the other Board members would like to leave the meeting.</p> <p>We wish you all good luck and warm regards from everyone at Strides. Thank you.</p>

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