



M. K. Exim (India) Limited

CIN No.L63040RJ1992PLC007111

Regd. Office : G1/150, Garment Zone, E.P.I.P. Sitapura, Tonk Road, Jaipur-302022

Tel : +91-141-3937500/501 **Fax :** +91-141-3937502 **Website :** www.mkexim.com

E-mail : mkexim@gmail.com, mkexim123@gmail.com, info@mkexim.com

Transcript- M.K.Exim (India) Limited 30th AGM- 30th September 2022

Ms. Prakriti Sethi: - Good morning everyone,

I welcome all the Members of M.K.EXIM (INDIA) LIMITED in the 30th Annual General Meeting. I hope you and your family members are safe and healthy.

Each of us are located at different locations and joining the meeting through video conferencing/other audio video means.

The meeting is being held through video conferencing/other audio video means in accordance to the provisions of the Companies Act, 2013 and circulars issued By Ministry of corporate affairs and SEBI.

As the AGM is being held through video conference, the facility to appoint proxy to attend and cast vote for the members is not available for this AGM and hence the Proxy Form and Attendance Slip were not annexed to the Notice of AGM.

Facility to attend this meeting by members is made available on first come first serve basis

Shareholders will be required to allow Camera and use Internet with a good speed to avoid any disturbance during the meeting.

The Company had providing facility of remote e-voting to exercise votes on the items of business given in the Notice through electronic voting system.

The members who have not casted their vote on the Resolutions through remote e-Voting and who have participated in this meeting will be provided with the opportunity to cast vote through e-Voting system available during the AGM through e-voting provided by CDSL.

If any Votes are cast by the shareholders through the e-voting available during the AGM and if the same shareholders have not participated in the meeting through VC/OAVM facility, then the votes cast by such shareholders shall be considered invalid as the facility of e-voting during the meeting is available only to the shareholders attending the meeting.

Once the vote on a resolution is cast by a member, the member shall not be allowed to change it subsequently or cast the vote again.

I now handover to the chairman sir for the proceedings of AGM.

THANK YOU

Mr. Murli Dialani:- Thank you Ms. Prakriti Sethi

Good Morning to all the shareholders. I welcome, the Members to the 30th Annual General Meeting of the company and trust all of you are safe and taking care of yourself and your family. It is a pleasure to connect with all of you again, though this time again we are meeting virtually.



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In the course of my long association with M K (Exim) India Limited, in the capacity as the Chairman, it is indeed my privilege to chair the Annual General Meeting of the members of the Company on this day.

The meeting is being held through video conferencing/other audio video means. This is in compliance with the circulars issued By Ministry of corporate affairs, Government of India and SEBI. The company has taken all feasible steps to ensure that the shareholders are provided opportunity to participate in annual general meeting and vote.

The requisite quorum is present and therefore I called the meeting to order.

Participation of members through video conferencing is being reckon for the purpose of quorum as per the circulars of MCA and as per section 103 of the Companies Act, 2013

The register of director and key managerial personnel and their shareholding and register of contracts or arrangement in which directors are interested are available. These will remain accessible to the members for inspection.

I wish to introduce my colleagues and the board of directors: - Mr. Manish Dialani – promoter and Managing Director, Mrs. Lajwanti Dialani – Whole time director, Mr. Gaurav Patodia – Independent Director, Mr. Vishesh Nihalani – Independent Director, Miss Priya Makhija – Independent Director

All the directors of the company are present at this meeting via video conferencing/other audio video means.

Mr. Mahaveer Prasad Jain – CFO and Mrs prakriti sethi – company secretary and the Statutory Auditor Mr. Rishabh Agrawal and Secretarial Auditor Ms. Anshu Parikh are also present at this meeting.

The Notice dated 26th August, 2022 convening this annual general meeting and the copy the annual report for the financial year ended March 2022 has been circulated to the members through email id registered with the Company. With their permission I take the notice as read.

In the Statutory audit report, there are no qualifications or observations or comments on the financial transactions or matters which have adverse effect on the functioning of the Company.

The Statutory audit report along with standalone financial statement and consolidated financial statements are available at page no. 54 to 99.

Secretarial Audit report is enclosing to the Board's report at page no 32 of Annual report there are no qualifications or observations or comments, which have adverse effect on the functioning of the Company.

I give in brief the performance of the company,

The income during the financial year ended 31st March 2022 is Rs. 7424.92 lakhs compared to Rs. 5531.42 lakhs. The Company's division of distributorship of cosmetics products contributed a revenue Rs. 5212.27 lakhs during the year. The profit after tax is Rs. 1324.56 lakhs for the year under report compared to Rs. 807.57 lakhs for the financial year ended 31st March 2021, an increase of about 64%.



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Textile in India is the second largest industry which generates the highest employment, both skilled and unskilled. The sector contributes ~5% to the country's GDP, 7% of industry output in value terms and 12% of the country's export earnings. India is the 6th largest exporter of textiles and apparel in the world. These points to one reality... the textile industry is critical for India's growth.

The Indian government and the industry aspire to take textile and apparel exports to \$100 billion by 2030, from \$44 billion in FY22. This means textile exports need to have a high cumulative annual growth rate in the next eight years.

The Company's Export of textile fabrics turnover was in FY 2018 RS. 1909.54 Lakhs, in FY 2019 RS. 2366.79 Lakhs, in FY 2020 RS. 2883.44 Lakhs, in FY 2021 RS. 2063.55 Lakhs and during the FY 22 it was RS. 2103.01 Lakhs and during the current FY we are expecting the export turnover Rs. 3000.00 Lakhs.

Your company had acquired an industrial land and planning to setup a manufacturing unit for textile in coming years

I Now Request And Handed Over To Mr. Manish Dialani, Managing Director of The Company To give a brief account of our Company's performance in the fiscal year 2021- 22 and plans and future growth strategy of our Company.

Manish Dialani:- Thank you chairman sir

Good Morning All of You.

Firstly I would like to give you a little insight about our distribution and expansion of the last year. We have now segregated 3 sections of the distribution which is Retail, Professional and e commerce. In retail we have cracked a good deal with Sephora which is a French multinational retailer of personal care and beauty products. Featuring nearly 340 brands, along with its own private label, Sephora Collection, Sephora offers beauty products including cosmetics, skincare, body, fragrance, nail color, beauty tools, body lotions and haircare. In India Arvind group is managing the business Sephora business.

Apart from this we have had strategic business growth with Tata cliq group and we have seen good expansion in the 2 and 3 tier cities of India.

We have had a very successful launch of k18 and it's a 10 hair care both from USA. As mentioned we have continued to focus on increasing the foot prints in major metros and 2 and 3 tier cities. We have been extensively increasing our foot prints by doing back to back educational shows and activities in these cities.

We are participating in industry trade fairs with prominent placements which is further helping us in brand awareness and acquiring new customers and in turn building business.

The next year looks even more brighter as we have new exciting launches and strategies to grow the business by entering a very strategic space which is hair color. India hair color market was valued at \$ 477 million in FY 2020 and this is growing at 17% year on year. However the professional hair color market is much smaller and growing at the space pace. In India in the professional hair color market there are a few FMCG giants and we believe that it is easier to make a dent in this space and take some market share specially with A+ and A salons. We are positive to enter in a lot of doors as there is good scope in this area.



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We have plans to further hire good talent in this space. We will be entering the hair color space with permanent hair colors, demi permanent hair colors, blonders, powder lighteners, developers, etc. We will have a complete line to offer the salon professionals in this space.

We are further working on new project which is extremely strategic to support the professional business its called the " brand experience center " the brand experience center is a concept is where we will show case the entire brand in the facility and we will do all salon services and retail from this space. All products used in this facility will be mainly from our brand portfolio. We plan to set up these brand experience centers across the country. This will further give access to our B to B business to visit our facility and take inspiration to replicate the same in their respective stores or salons. Also by this we will enter in B to C space where we will interact directly with the end consumer.

We further plan to hire specialist in this space for on floor activities and also professionals at back end to support this concept.

With the brand JPMS we will be launching a vegan line of hair products This collection features salon-quality formulas handcrafted with the highest level of natural origin using clean, sustainably-sourced ingredients in recyclable, bio-based packaging made from sugarcane. Free of parabens, sulfates, mineral oil and more, this award-winning collection delivers the performance you expect from Paul Mitchell® with the highest level of natural origin ingredients in 100% recyclable* bio-based packaging**. We are further launching a mens line which will be exclusive to men only. We are seeing rise in sustainable products and the brand clean beauty will help us build the portfolio in this space.

You will also see a lot of new launches in the brand k18 of which we are already seeing a buzz with our professional salon partners.

As mentioned previously that we have divided 3 sections which is retail, professional and e commerce. So we will further be hiring good talent from these spaces to grow the business further.

I further feel the need to develop our logistics team to support the space and our future plans.

We will further be developing the marketing side of the business. We will further add team in social media, digital and PR side of the business to support the plans

I now handover to the chairman for the proceedings of AGM.

THANK YOU

Murli Dialani :- Thank You Mr. Manish

The Company had providing facility of remote e-voting to exercise votes on the items of business given in the Notice through electronic voting system.

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Members may please note that there is no voting by show of hand.

As the voting on the resolutions is to be exercised by e-voting process, there is no proposer and seconder of the resolutions.

If any member desire to ask any question pertaining to any item of the notice, may do so now

I request the members to confine their remarks/comments on the resolutions mentioned in the notice.

I now request moderator to allow Member Speaker to express their views and ask questions.

Q&A Session+ Vote of Thanks

Arun Kumar Selvaraja, Satya Prakash Mittal, Viral S Vora, Kirti Patodia, Shareholders of the Company spoke at the Meeting. They expressed their views and sought clarifications inter alia on the Company's business operations and its future growth plans.

The Chairman thanked each and every shareholder on behalf of the Board, for their interaction, comments and suggestions given by them.

The Chairman summarised his response and thereafter ordered voting at the Meeting electronically by Members who had not voted in remote e-voting. He requested Ms. Ansu Parikh, Scrutinizer to ensure an orderly conduct of the voting.

The Chairman announced that all the business set out in the Notice of the Annual General Meeting had been concluded and that a time period of 15 minutes was provided for voting at the Meeting after which the Meeting would stand closed.

The Chairman proposed vote of thank the Shareholders, customers and banks for their continued support and faith reposed in the Company. The Meeting concluded at 12:02 p.m. (IST)