

Virinchi Limited

CIN: L72200TG1990PLC011104

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Transcript of Thirty Third (33rd) Annual General Meeting of the members of Virinchi Limited held on Wednesday, September 28, 2022 at 12.30 P.M. (IST) through Video Conferencing ('VC') facility or Other Audio Visual Means ('OAVM')

A. Directors and KMP's Present:

- | | | |
|------------------------------|---|---|
| 1. Mr. M.V. Srinivasa Rao | - | Whole Time Director, Chief Financial Officer & Chairman of the Meeting. |
| 2. Mr. V. Satyanarayana | - | Vice Chairman & Executive Director |
| 3. Mr. K Sri Kalyan | - | Non-Executive Director |
| 4. Mr. Sunder Kanaparthu | - | Independent Director, Chairman of Audit Committee & Stakeholders Relationship Committee |
| 5. Ms. K. Kalpana | - | Independent Director and Chairperson of Nomination & Remuneration Committee |
| 6. Mr. J Suresh | - | Independent Director, |
| 7. Mr. K Ravindranath Tagore | - | Company Secretary |

B. Statutory Auditors:

Mr. M. Mohana Saradhi - Partner, PCN & Associates

C. Secretarial Auditor:

Mr. G. Vinay Babu

The Meeting commenced at 12.30 pm.

WELCOME ADDRESS:

Mr. K Ravindranath Tagore, Company Secretary, started the Meeting with the welcome Note as below.

Good Afternoon, to all the shareholders. I am Ravindranath Tagore, Company Secretary of the Company.

A very warm welcome to each and every one of you. It gives me great pleasure to greet you all at the 33rd Annual General Meeting (AGM) of the Company.

I hope you and your family members are all safe and in good health.

In view of the challenges and risks posed by COVID-19 pandemic, the Ministry of Corporate Affairs and the Securities and Exchange Board of India have permitted Companies to hold their Annual General Meeting through Video Conference or Other Audio-Visual Means and send Annual Report and the Notice convening the Annual General Meeting electronically.

Considering the health and safety of all our stakeholders, and, in particular, the shareholders, the 33rd Annual General Meeting of the Company is being conducted through Video Conference to avoid physical presence of Members at a common venue. The Annual Report has been sent in electronic mode to all the Members holding shares in dematerialised mode or in physical mode, and whose e-mail addresses are registered with the Company, or Registrar & Transfer Agent, or Depository Participant.

I would like to inform you that in accordance with the Articles of Association of the Company the Board of Directors have chosen Mr. M.V. Srinivasa Rao, Whole Time Director of the Company, as the Chairman of the meeting to conduct the proceedings of the meeting. By now most of you must have participated or joining in the meetings through video conference or other audio visual means however I would like to take you through certain points regarding the participation in the meeting.

The facility of joining in this meeting through video conferencing or other audio visual means is enabled to the members on first come first serve basis. All the members who have joined in this meeting are put in mute mode by the host to avoid any background noise and disturbance in the meeting and to ensure smooth and seamless conduct of the meeting.

Once the question and answer (Q&A) session starts the Moderator will announce the names of the shareholders who have registered as a speaker shareholder one by one, the speaker shareholder thereafter will be unmuted by the host to start speaking.

The shareholders are requested to unmute their device before start speaking.

We would also like to request the speaker shareholder kindly limit their speech to 2-3 minutes.

During the meeting if there is any technical issue he may contact the helpline mentioned in the notice of the AGM.

As the requisite quorum is being present, I now request the Chairman of the Meeting - Mr. Srinivasa Rao garu to open the meeting and address the shareholders.

INTRODUCTION OF DIRECTORS:

Mr. MV Srinivasa Rao, Chairman:

Thank you Mr. Tagore.

Good Afternoon, I welcome all the Shareholders and Directors to the 33rd Annual General Meeting of the Company and as the requisite quorum is present I now call the meeting to order.

Mr. K Ravindranath Tagore, Company Secretary:

I request all the Directors to introduce themselves.

Mr. V. Satyanarayana:

Good afternoon, shareholders, I am Vedula Satyanarayana, Vice Chairman & Executive Director of your Company. I am joining this from our office in Hyderabad. Welcome all of you.

Mr. K. Sri Kalyan:

Good afternoon shareholders, I am K. Sri Kalyan, Non Independent and Non-Executive Director of the Company. I am joining the AGM through video conference from my office.

Moderator:

Sunder Sir.

Mr. Sunder Kanaparthi:

Good afternoon shareholders I am Sunder Kanaparthi, Independent Director of the Company. I am attending the meeting through Video Conference from my residence at Hyderabad. I am an Independent Director of the Company and also Chairman of Audit Committee, Nomination and Remuneration Committee and Stakeholders Relationship Committee.

Today we are meeting in rather unusual times and I hope all of you are safe & healthy and doing well. Thank you.

Moderator:

Suresh sir.

Mr. J. Suresh:

Good afternoon shareholders, I am J. Suresh. I am joining the AGM through video conference from my office and I am an Independent Director of the Company and also member of Nomination and Remuneration Committee.

Thank you. Welcome you all.

Moderator:

Kalpana maam.

Ms. Kalpana:

Good afternoon, dear shareholders. I am Kalpan, an Independent Director of the Company and also member of Audit committee and Nomination and Remuneration Committee. I am joining the AGM through video conference from my home in Hyderabad. Thank you.

Moderator:

Tagore sir, please continue.

MVS Sir, please unmute yourself.

Mr. MV Srinivasa Rao, Chairman:

Thank you everyone for your introduction.

Apart from the Directors we also have representative of Statutory Auditors of the Company Mr. M. Mohana Saradhi, Partner, M/s. P C N & Associates, Chartered Accountants, Secretarial Auditor of the Company & Scrutinizer for this meeting Mr. G. Vinay Babu, attending this 33rd Annual General Meeting through Video Conference.

Now, we will proceed with the meeting.

PROCEEDINGS OF THE MEETING:

Dear Shareholders,

I thank you all for joining the meeting. I hope that the members are safe and in good health.

Due to ongoing covid-19 pandemic and in order to ensure the safety and security of the stakeholders, members and employees of the Company this AGM is being held through video conference and other audio visual means in compliance with the directions of the Ministry of Corporate Affairs and the Securities and Exchange Board of India.

The Company has taken requisite steps to enable the members to participate and vote on the items being considered in this AGM.

Since there is no physical attendance of the members, the requirement of appointing the proxy is not applicable.

The members who have not voted earlier through remote e-voting can cast their vote in the course of the meeting through e-voting facility.

The Notice dated August 29, 2022, convening this meeting, along with the copy of the Annual Report for the financial year ended March 31, 2022, has already been circulated electronically and with your permission, I shall take the same as read.

The Register of Directors and Key Managerial Personnel and their shareholding, the Register of Contracts or arrangements in which the Directors are interested, Certificate obtained from the of the Company confirming that the Company's ESOP Schemes have been implemented in accordance with SEBI Regulations, the resolutions passed by the Members, and such other documents as mentioned in the Notice convening this meeting, will be available for inspection by the Members. Members seeking to inspect such documents may write to the Company at investors@virinchi.com.

The Reports of the Statutory Auditors on the financial statements of the Company and the Secretarial Auditors for the financial year ended March 31, 2022, do not have any qualifications or observations or comments on the financial transactions or matters as having any adverse effect on the functioning of the Company. Accordingly, the Reports of the Statutory Auditors and the Secretarial Auditors are not required to be read out at the meeting.

PERFORMANCE OF THE COMPANY:

I would now like to share the Company's performance with the members.

Overview:

The year under review proved challenging as it came in the backdrop of an extended impact of the pandemic that threw up unexpected challenges for a diversified company like yours.

Despite the unforeseen developments, the company reported Rs 366.94 cr in revenues and a cash profit of Rs 62.39 cr in FY 2021-22. The EBITDA for the year was Rs. 102.60 cr and PAT was Rs. 14.12 Cr. The strength of the business model was reflected in a cash profit in every quarter of the year under review. Even during the most challenging quarter (fourth) that the company encountered during the last year, the company reported more than Rs 14 cr in cash profit, an index of the company's competitiveness across market cycles.

The profitable performance of your company during this challenging year with no Balance Sheet impairment is an index of the strength of our diversified business model. Your company addressed all bank obligations and the business model – despite the external challenges - remained relevant. The fact that the company's revenue growth encountered sluggishness is also a reflection of the business complement where a stable performance by one business could be complemented by the sluggishness in another in a volatile and uncertain world. This reinforced its overall resistance to a sharp decline and protected its ability to deliver long-term shareholder value. Given this reality, the performance of the company during the last financial year was creditable, marked by systemic liquidity and intrinsic profitability.

Economic outlook relevant to each of our businesses:

The year under review was marked by an extension of the pandemic and the financial stimulus in USA, the country where the company's IT and micro-loan solutions are offered. The fact that liquidity remained high within that economy meant that fewer individuals turned to micro-loans, affecting the company's capacity to grow this business. This is a reality that we have seldom encountered in the past, even though we do believe that a tightening of the US economy through higher interest rates and moderated liquidity should strengthen this business from the current year onwards.

The Indian fintech business is still at a nascent stage, addressing the evolving RBI regulatory environment. The business continues to face a large addressable market with a vast unmet need, and it is only a matter of time before this business is invested with the necessary growth capital that graduates it into the next trajectory.

The health care infrastructure business embarked on an ambitious project to commission a new 300 bed facility in Vishakhapatnam that is likely to be commissioned during FY 24. The facility is being taken across a 30-year lease, moderating the company's cash outgo and reducing the break-even point. The expansion of our health care business represents a decisive initiative to grow this segment of our business. The company possesses an established competence in this space; the use of the existing brand will inspire patient traction and bed capacity utilisation; the transfer of best practices from our Hyderabad flagship facility to this new facility will strengthen the brand during the gestation period making it possible for the facility to breakeven faster.

This expansion will enable your company to achieve the critical mass of more than 1000 health care beds across two growing cities. This scale will provide our business with national visibility on the one hand and create a foundation for cash flows available to reinvest, accelerating the growth of this business.

Relevance of each business:

At Virinchi, each of our business continued to remain relevant.

Our health care business addresses a growing need for specialised medical intervention, a need to access the best medical care, a positive offshoot of the widening insurance footprint across India, a growing traction for data-based and futuristic health care. This health care business reported Rs 179.39 cr in revenues during the last financial year compared to Rs 160.85 cr in the previous year. The EBITA for the year was Rs. 50.41 cr.

Our payment & credit services business in India continues to be relevant, backed by a growing smart phone intermediation, need for real-time solutions and widening fin-tech solutions. We strengthened our business following the creation of Virinchi Capital Private Limited in FY21, a wholly-owned subsidiary that mobilized \$ 2 mn to be invested in taking our mobile-driven credit card business ahead.

Our information technology business which includes SaaS Business and International Data Centers & IT Services business in the US rides a sweeping digitalization, marked by growing data volumes, robotic process automation and micro-lending. Our IT business reported Rs 177.89 cr in revenues during the last financial year compared with Rs 190.20 cr in 2020-21 (The SaaS business reported a revenue of Rs. 122.61 cr and the IDC & IT Services business reported a revenue of Rs. 55.28 cr); the contribution of this business to the overall revenues was 48.48 per cent in FY 2021-22 compared with 52.08 per cent in the previous year.

Outlook:

Our complement of businesses continues to be relevant and we expect to recover our momentum across the foreseeable future.

We believe that the worst is over as far as the pandemic is concerned. As economies normalize, we see a reinvestment by medium to small players and expect attractive implications for our SaaS and IDC & IT Services business.

Our payment and credit services business awaits a wider market acceptance, riding smartphone penetration and online commerce.

The broad based nature of our businesses will empower us to grow faster from this point onwards in the world's fastest growing major economy.

With this I thank all the members for joining in the meeting and I know request the Company Secretary to explain the sequence and the process of voting on the resolutions of the meeting.

Mr. K Ravindranath Tagore, Company Secretary:

Thank you Chairman.

The Company, by virtue of being a listed Company, is required to provide e-voting facility to its shareholders. Voting by show of hands is no longer permitted.

The Company has engaged the services of M/s. Central Depository Services (India) Limited (CDSL) to provide the facility of remote e-Voting to all its Members to cast their votes on all businesses contained in the Notice.

Voting will be in proportion to the shares held by the Members as on the cut-off date, this being Wednesday, September 21, 2022, in our case. In line with the regulatory requirements, remote e-Voting facility on CDSL's e-Voting platform was made available from Saturday, September 24, 2022, at 9:00 AM and closed on Tuesday, September 27, 2022, at 5:00 PM.

As mentioned in the Notice convening the meeting, for those members who did not or could not avail the remote e-Voting facility, the Company is pleased to provide the facility to such members to cast their votes electronically during the AGM on all the proposed resolutions through CDSL's e-voting platform.

The e-voting facility will be activated at the end of the meeting. Members can avail this facility and cast their votes on the resolutions proposed in the Notice.

Let me please clarify that this facility is available only to those members who are present in the meeting and who have not cast their votes through the remote e-Voting facility provided earlier by the Company. If a member has already voted in the remote e-Voting, such member will not be able to cast the vote again.

The Board has appointed Mr. G. Vinay Babu, Practicing Company Secretary, for scrutinising the e-Voting process in a fair and transparent manner. Once all of you have cast your votes, the votes will be counted by Mr. G. Vinay Babu, the Scrutiniser. He will then unblock the results of the remote e-Voting which will then be consolidated with the results of the voting done today during the meeting.

The Voting Results along with Scrutinizer's report will be communicated to the Stock Exchanges within two working days and the same will be placed on the website of the Company and on e-Voting platform of CDSL.

AGM RESOLUTIONS:

Mr. K Ravindranath Tagore, Company Secretary:

I now would like to take up the resolutions as set forth in the notice of the meeting.

The Ordinary businesses set out in the AGM notice pertain to:

1. Adoption of the Audited Standalone and Consolidated Financial Statements of the Company for the financial year ended March 31, 2022, the Report of the Auditors' thereon and the Report of the Board of Directors.
2. Appointment of Mr. V Satyanarayana (DIN: 09070986) who retires by rotation, as a Director of the Company.
3. Appointment of M/s. P. Murali & Co, Chartered Accountants as the Statutory Auditors of the Company and fix their remuneration.

The Special businesses set out in the AGM notice pertain to:

4. Re-classification of status from promoter category to public category.

The resolutions and the explanatory statement in respect of the special business have been provided in the Notice.

With this I know proceed with the Q & A session.

QUESTION AND ANSWER SESSION:

Mr. K Ravindranath Tagore, Company Secretary:

A few shareholders have registered themselves as Speaker to make queries and comments at the meeting relating to the accounts and operations of the Company during the year 2021-22.

In the interest of time and with a view to give adequate opportunity to all, I request the Members to be judicious in time and restrict themselves to 2 - 3 minutes. After all the queries are raised, I would be pleased to give my response to your queries in a consolidated manner.

I now request the moderator to facilitate shareholders to speak and make their queries and comments. I request Mr. Yesu Raju garu to activate the speaker in the serial number which we shared.

Moderator:

Yes sir.

Mr. Praful Chavda, please unmute yourself and speak.

Mr. Praful Chavda:

Yes sir. Hello sir. Thank You sir. Chairman sir, Board of Directors and Company Secretary, Tagore sir. Tagore sir toh kitne saal se service de rahe hai aur good service de rahe hai aur Chairman sir aapka speech jo sune isse hamari company kitne aage bhadegi, kitne aage bhad rahi hai aur company kya kya kaam karne jaarahi hai iske baare mein pura pura knowledge mila. Company ka AGM report mein all information hai aur iske alava bhi bahut saara information Chairman speech mein jaane ko mila. Aapne joh hardwork kiya uska natija aaj company ko mil raha hai iske liye board of directors ko dhanyawad sir saath mein employees ko bhi dhanyawad aur aane wale festivals ki shubhkamnaye deta hu. Dhanyawad sir.

Mr. K Ravindranath Tagore, Company Secretary:

Thank you Chavda ji.

Yesu Raju garu, second one.

Next Santhosh Kumar Saraf.

Moderator:

Not joined sir.

Mr. K Ravindranath Tagore, Company Secretary:

Not joined, okay.

Moderator:

Next, Kamal Kishore Ji, not joined.

Ramesh Shankar Bola not joined.

Reddeppa Gundluru, please unmute.

Mr. Reddeppa Gundluru:

Thank you moderator. Just a minute sir, I am enabling my camera. Veera Srinivasa Rao garu, Satyajeet Prasad garu and Satyanarayana garu and my Company Secretary Ravindranath tagore garu and all the management and independent directors of the Company. Good afternoon sir my name is reddeppa gundluru, I am a financial advisor from Hyderabad sir. As a shareholder I am very happy of the company's performance for the financial year 2022 and also Chairman ji you have given very informative speech in now and also sir very wonderful annual report I have seen sir but I am not visible right, okay I will continue. Sir financial, ah this corporate part I would like to appreciate all the Company KMPs and Company Secretary, wonderful maintaining the transparent governance, accountability is there sir, wonderful transparent governance, ethically is maintaining my company. Thank you so much for this wonderful corporate governance. Sir, financially sir year on year growth is very wonderful sir. Net profitability is grown very good. CSR is also very wonderful sir. What we are expected a couple of years back, and physical AGM's and we are seeing now all are achieved sir. Good performance sir I would like to thank you sir consistent performance. Sir my question is what is future expansion future goals future vision I would like to know sir nothing more to ask more than this sir, everything is fantastic gone through all the annual report sir and few financial queries but I will send mail to my company secretary who is always reachable, a wonderful person. Thank you so much for company secretary tagore garu and sir I will send you email with further queries sir. I wish all the best to entire board of directors. Chairman sir Srinivas garu under your leadership my company will achieve many more higher awards recognition in coming financials. I wish all directors good health and happiness and thank you so much for giving opportunity and also sir lastly thank you tagore garu sir is a wonderful person sir since more than a decade we have a communication with him and relationship with him nice person and a professional person sir.

Thank you so much this kind of person is good asset to the company. God bless you all. Thank you.

Mr. K Ravindranath Tagore, Company Secretary:

Thank you very much.

Yesu raju please go to next person.

Moderator:

Suresh Chand Jain please unmute and ask your query sir.

Please unmute sir. Suresh Chand Jain, please unmute.

Mr. Suresh Chand Jain:

Sir aawaz aa raha hai.

Moderator:

Ha abhi aa rahi hai.

Mr. Suresh Chand Jain:

Adarhnya Chairman sir, Company Secretary , Directors aur shareholders. Mein iss company ka bahut hi purana shareholder hoon aur meko allotment ke andar yeh shares aaye they aur mein aur Kamal iss company ke andar bahut hi meetings attend kar chuke hai sir aur hello aawaz aa raha hai sir hello hello chairman sirs all directors ko mera namaskar thank you sir mera aawaz aa raha hai my name is Kamal Kishore and Suresh Chand Jain and aur mein iss company ka ipo se shareholder hoon aur yeh saal hamareko bonus shares mila hai bahut badi khushi ki baat hai management ne 1:1 bonus shares diye hai use hamarko bahut acha benefit mila hai sahib aur hamara secretarial department ravindranat tagore sir ka mein jitna tariff karu utta kam hai who yeh company mein 20 saal se hai aur aaj bhi kabhi bhi kuch problem aaya hai humko woh same day answer de dete hai humko unko bhi bahut dhanyawad deta hoon sir aur aane wala saal 2022-2023 ka kya rahenga uske baare mein thoda batayenge aur aage sir aap yeh chance rakhiyega ki aage 2-3 saal mein Company hai na dividend ke roop mein aaye aur aapko Diwali, dussehra aur Navratri ki shubhkamnaye deta hoon aur every year aise hi video conference rakhiye aur sir aapne jo baat karne ka mauka diya suresh chand jain aur kamal kishore ji ko aapko bahut bhaut dhanyawad sir. Thank you sir aur emin bhagwan se prathna karta hoon ki din duni aur raat chogni company aage ki taraf bhadti rahe sir aur mera ilaz bhi aapke Virinchi

hospital mein hi mera aasthama ka ilaz karwa raha hoon sir mere paas 1 share nai hai sir 2000 shares hai aur kamal ke paas 5000 share hai sir aur joh bolne ka mauka diya uske liye bahut bahut dhanyawad dete huye mein apne vicharo ko arram deta hoon dhanyawad sir.

Mr. K Ravindranath Tagore, Company Secretary:

Dhanyawad ji.

Moderator:

Next shareholder Mr. Sanjok sharaf not joined sir. Mr. Abhishek, please unmute sir.

Mr. Abhishek:

Why are you thinking to twice or thrice to unmute Abhishek anything wrong in it. I have registered as a speaker shareholder I have registered well in advance and I have sent my queries also to the Company in order to facilitate the management and seek clarifications in this annual general body meeting. Sir first of all trust all is well with you and your family in these challenging situations. Our company deserves much more respect than the current market cap after completing more than a decade of successful operations, profitability, dividend history and becoming one of strongest brand on bse segment. Sir I would like to know how our business has been impacted in these past three years of this covid time. Corona virus and subsequent lockdowns has left much no many industries after the covid whether any employees were sacked, have left with no salary sir I would request the management to kindly take part in con calls, quarterly presentations and meeting with global investors on a regular basis. This will give a boom to the business and stock price in the market and in the cdsi platform when we exercise our e-voting where we get access to general body meetings as well you are supposed to update the inspection documents like register of members, kmp's and register of contracts, if any but unfortunately it is not updated sir so I request you to kindly update the same for inspection of members and eps is only 1.71 and is very low some proactive measures is to be taken by the management whereas the pharma sector and hospital industry have done excellent across pan india basis these industries have done extra well but why our company is not able to prosper for the past 3 to 4 years we can see that same situation is continuing and the return on equity is also only 4.58 so what steps have been taken by the management I would like to know sir, the management has come out with 1:1 bonus I do appreciate the management for having declared the bonus for investor fraternity who have stayed with the company for such a long period and we are at the 33rd AGM sir so our sincere contribution will be there for management and whenever the management needs once we are ready to invest the company by means of rights issue and after 2012 the management has not declared any dividend to the minority shareholders so I would like to request your goodselves to kindly look into sir and we have been eagerly waiting for dividend sir for the past 10 years

and the management does not reward us so please kindly look into and I thank the company secretary and the entire team for sending and connecting me and making this 33rd annual general body meeting a grand success. I wish the company and the board of directors a great success and prosperity in coming years and one more shareholder Mr. AV Manisundaram who is also a registered speaker shareholder is facing technical challenges with this cdsi and webex platform so kindly allow him to speak from the same device sir and Manisundaram is now speaking from my device and is announcing his folio number sir. Thank you.

Mr. K Ravindranath Tagore, Company Secretary:

Okay.

Mr. AV Manisundaram:

Good afternoon sir. I am Manisundaram shareholder of Virinchi Limited. My DPid number is IN3016374152170000 last two years not able to attend the meeting by covid this years we have a chance given by vc meeting and also in future any expansion plan about business development and also very happy to attend the meeting and next year physical meeting we request to and also competitors are very high but you are challenging to reach the target today rate is 45.65 year high is 52 weeks high is Rs. 100 and also you can give more value added to shareholder and next year and raise the capacity of the company thank you thanks a lot sir.

Mr. K Ravindranath Tagore, Company Secretary:

Yesu raju garu please go to the next shareholder.Padmanabham

Moderator:

Not joined sir.

Mr. K Ravindranath Tagore, Company Secretary:

Prakash Chand Gallada

Moderator:

Gallada also not joined.

Mr. K Ravindranath Tagore, Company Secretary:

Jai Chand

Moderator:

P Jai Chand not joined

Mr. K Ravindranath Tagore, Company Secretary:

P Gopal

Moderator:

Gopal not joined

Mr. K Ravindranath Tagore, Company Secretary:

Ramesh Mamauri

Moderator:

Ramesh Mamuri not joined sir.

Mr. K Ravindranath Tagore, Company Secretary:

Bharati Saraf

Moderator:

Bharati Saraf not joined.

Mr. K Ravindranath Tagore, Company Secretary:

Last Bharath Raj

Moderator:

Bharath Raj also not joined sir.

Moderator:

Tagore sir please continue.

Mr. K Ravindranath Tagore, Company Secretary:

Ya

Dear Shareholders we have provided opportunity to all the shareholders who have requested for speaker registrations and now we go to next thing.

I request the Chairman to answer the queries of the shareholders.

Moderator:

Srinivas sir please unmute sir.

Mr. MV Srinivasa Rao, Chairman:

Thanks to all shareholders who had their queries now we will address them one by one.

Reddeppa Gundluru he asked about future expansion and growth plans and similarly even Bharat Raj Garu also asked about the future growth plans so it's a response for specifically addressing the queries of these two shareholders.

In terms of the businesses that we are which are four segments, the SAAS business in US and the three business we are in you know and going forward we will be growing through the steady growth rate of 7-8% because this is a niche market and in the case of the IDC and IT services we foresee decent growth in this particular year and in last year also there has been a slight growth and we would see that it continues this year as well and in case of the fintech business in India there is attraction this year both in credit card business and as well in the credit line business and in case of the healthcare we have a plan of expanding of upto about 1000 beds capacity by 2024 which would be covering the 2 states i.e. Telangana and Andhra Pradesh right now we are in Telangana we have 3 hospitals in Hyderabad so once we complete the project in Vijag which is a 300 bed facility then we will have presence across 2 states and we are also open to expanding in other parts of the Hyderabad which we will do as and when an opportunity arises.

There are few questions that Mr. Abhishek has shared lets look at the questions. One question he had is the kind of impact covid had on the performance of the organization. As you are aware Covid has impacted the performance of most of the organizations across the industries and we are no exception to that and in the case of healthcare initially because of the restrictions on hospitals admitting elective cases there was a fall in revenues but later once the governments allowed treatment of covid patients there were revenues picked up net net the revenues evened across the four quarters of the year for the last two years and we had decent

performance for say we did 160 crores the previous year and this year we have done 179 crores so we can say that you know though the covid has impacted in certain quarters overall it has evened out and we have net growth this year and we would expect the performance to remain similar levels this year as well.

And there was one question that Mr. Abhishek had on new launches that the Company has done. We have launched the new business e-card in the year 2019-20 and now we have reached the stage where we are poised for growth we are doing well in the credit card business where we have tie up with the RBL Bank and we are also doing well in the case of online line of credit where we have a tie up with Pinnacle Capital.

One question that you know there was there on the return on equity being low that's the reason for that is primarily the increase in the equity share capital and there was one another question on the EPS growth given the fact that you know the profit after tax has moved upto 14 crores compared to 2.7 crore in the previous year. Going forward with an increased equity base also given the fact that the Company's performance is seeing an uptake the earnings per share shall be growing this year. We are focusing in growing all the four verticals that we are in that is basically the SAAS business in US, the IDC and IT services in India, the fintech business in India the payment and credit services and also the healthcare so given the fact that you know we are focused on this there should be a decent improvement in the performance of the organization which should get reflected in the over the profit of tax as well as the earnings per share.

I think we have addressed all of the questions. One of the question was that again Mr. Abhishek Jain has asked where he sought the performance of the company for the next 3 years. Given that you know by 2024 the Vijag facility would be up and running and also the oncology block that we are planning in Hyderabad would be up and running we should see a significant increase in the healthcare business performance and the fact that we are focused on the fintech business in India even that should see a significant growth and in any case in the case of the SAAS business in USA we already have 50% of the market share and in that we will be growing at the rate the industry is growing.

With that we have addressed all the questions that the shareholders have had. Thank you.

Mr. K Ravindranath Tagore, Company Secretary:

Thank you very much to the Members for your queries and interest in the operations of the Company.

CONCLUSION OF THE MEETING:

Mr. K Ravindranath Tagore, Company Secretary:

With this we conclude the business part of the meeting.

The E-voting facility is now open. Members who have not availed remote e-voting facility may please go to the e-voting page on the CDSL e-voting website i.e. www.evotingindia.com and cast their vote. This e-voting facility will remain open for 15 minutes, to enable the members to cast their votes.

Mr. G. Vinay Babu, Scrutiniser will submit a report to the Company after consolidating the remote e-Voting and voting at the e-AGM.

The results would be announced within two working days from the conclusion of the meeting and the same will be informed to the Stock Exchanges and uploaded on the Company's website.

I thank all the Shareholders for attending the meeting and for their continued support. I also thank the Directors and Auditors for attending the meeting.

I request everyone to stay safe and healthy.

As there is no other business to be transacted, I declare the meeting as closed.

Thank you everyone.

The voting at the e-AGM was open for 15 minutes for members who had not cast their votes to cast their votes.

The meeting concluded at 01.18 p.m.