

WEBVTT

1

00:00:15.350 --> 00:00:16.180
Mansukhbhai m.bhuva: Hello.

2

00:01:19.630 --> 00:01:20.380
Gujarat Intrux Limited: Hello.

3

00:01:27.080 --> 00:01:27.760
Tech Support: Please start, sir.

4

00:01:29.640 --> 00:01:30.790
Gujarat Intrux Limited: Tell me start?

5

00:01:31.850 --> 00:01:32.780
Tech Support: Yes, please, sir.

6

00:01:33.130 --> 00:01:33.790
Gujarat Intrux Limited: Yes.

7

00:01:34.260 --> 00:01:39.140
Gujarat Intrux Limited: Very good morning, everyone. I hope you all are safe and healthy.

8

00:01:39.440 --> 00:01:50.310
Gujarat Intrux Limited: Hi, Sage Rajayaguru, Company Secretary and Compliance Officer of Gujarat Introx Limited, welcome you all to the 33rd Annual General Meeting of your company.

9

00:01:52.470 --> 00:01:55.590
Gujarat Intrux Limited: This meeting is being conducted through virtual mode.

10

00:01:55.600 --> 00:02:08.139
Gujarat Intrux Limited: Before I hand over proceedings of AGM to our chairman to declare this meeting in order, I would like to draw your attention to the certain important aspect with respect to this meeting.

11

00:02:08.139 --> 00:02:22.199
Gujarat Intrux Limited: Like this, AGM is being conducted through video conferencing without physical presence of members at a common venue, in accordance with the circulars issued by the Ministry of Corporate Affairs and the Securities Exchange Board of India.

12

00:02:22.200 --> 00:02:35.510

Gujarat Intrux Limited: Further, the company has made efforts to enable its shareholders to participate through video conferencing and allow members to vote through remote e-voting during the AGM in a seamless manner.

13

00:02:35.960 --> 00:02:54.289

Gujarat Intrux Limited: The shareholders who have not casted their vote during remote e-voting process and otherwise not barred from doing so, shall be eligible to vote during the AGM by clicking on link cast your vote on a shareholder's VC page by entering the required details.

14

00:02:54.490 --> 00:03:08.600

Gujarat Intrux Limited: Shareholders can vote by clicking on vote tab till 15 minutes after conclusion of this meeting. Shareholders may please note that there will be no voting by show of hands.

15

00:03:08.750 --> 00:03:22.950

Gujarat Intrux Limited: The proceeding of this AGM will be deemed to be conducted at the register office of the company. Members are hereby informed that this meeting is happening virtually through video conferencing available to all the members.

16

00:03:23.340 --> 00:03:38.129

Gujarat Intrux Limited: All the members who have joined this meeting are by default placed on a mute by the host to avoid any disturbance arising from the background noise and to ensure smooth and seamless conduct of the meeting.

17

00:03:38.430 --> 00:03:47.829

Gujarat Intrux Limited: Once the name of the speaker shareholder is called out, the respective speaker will be unmuted by the host to enable him or her to speak.

18

00:03:47.830 --> 00:04:01.580

Gujarat Intrux Limited: The shareholder is requested to switch on video as well as audio, and if some reason the shareholder is not able to join through video mode, he or she can still speak using the audio mode.

19

00:04:02.110 --> 00:04:03.090

Gujarat Intrux Limited: while...

20

00:04:03.190 --> 00:04:14.300

Gujarat Intrux Limited: While speaking, we request shareholders to use earphones so that they are clearly audible, and it would also minimize any noise in the background.

21

00:04:14.300 --> 00:04:29.000

Gujarat Intrux Limited: They are also requested to ensure that Wi-Fi is not connected to any other devices, no other background applications are

running, and proper light is also available to have a clarity in the video.

22

00:04:29.000 --> 00:04:39.570

Gujarat Intrux Limited: If there is a connectivity problem at the speakers, the host may mute such speakers, and the next speaker will be invited to speak.

23

00:04:39.600 --> 00:04:53.880

Gujarat Intrux Limited: Since this AGM is being held through VC in compliance with the applicable circulars of the Ministry of Corporate Affairs and CEB, physical attendance of members have been dispensed with.

24

00:04:54.100 --> 00:05:03.569

Gujarat Intrux Limited: Accordingly, the facility for appointment of proxies and proposing or seconding of resolution are not applicable for the meeting.

25

00:05:03.990 --> 00:05:26.000

Gujarat Intrux Limited: The register and records as required to be kept at the annual general meeting are available electronically for inspection by the members. Members seeking to inspect such document can send email to cs at the rate gujaratintrux.com or investor at gujaratindrucks.com, which is also being mentioned in the AGM notice.

26

00:05:28.500 --> 00:05:42.269

Gujarat Intrux Limited: Before we start with the main proceedings of the meeting, I would like to introduce the Board of Directors, Chief Financial Officer, and other participants present with us in the meeting.

27

00:05:42.270 --> 00:06:01.049

Gujarat Intrux Limited: Mr. Raman Kumar D. Sabaya, non-executive Director and Chairman of the company. Mr. Dheerajdi Pambar, Managing Director and Member of CSR committee of the company. Mr. Amrutla J. Kalarya, non-executive Director and Member of Audit and CSR committees of the company.

28

00:06:01.050 --> 00:06:10.810

Gujarat Intrux Limited: Mr. Diliphai Mujivai Dudakra, non-executive Director and Member of Nomination and remuneration Committee of the company. Mr. Madhubai S. Patarya.

29

00:06:10.810 --> 00:06:27.279

Gujarat Intrux Limited: non-executive Director and Member of Stakeholder and Relationship Committee of the company, Mr. Bharat Kumar M. Doda, non-executive Director of the company, Mr. Bupendra Santilal Aulani, non-executive independent director and chairman of the Audit Committee.

30

00:06:27.500 --> 00:06:38.369

Gujarat Intrux Limited: Mr. Mansuklal Mbua, Non-Executive Independent Director, Chairman of Nomination and Remuneration Committee, and Member of Stakeholder and Relationship Committee.

31

00:06:38.370 --> 00:06:49.289

Gujarat Intrux Limited: Mr. Nitesh Kumar P. Patel, Non-Executive Independent Director, Chairman of Stakeholder and Relationship Committee, and Member of Audit and CSR Committee of the company.

32

00:06:49.320 --> 00:06:56.129

Gujarat Intrux Limited: Ms. Rainsi Tanti, Normal Executive Independent Women Director and Chairperson of CSR Committee.

33

00:06:56.130 --> 00:07:09.719

Gujarat Intrux Limited: Mr. Sachin B. Mehta, non-executive independent director of the company. Mr. Dilip F. Patel, non-executive independent director of the company, and member of Nomination and remuneration.

34

00:07:09.720 --> 00:07:10.640

Gujarat Intrux Limited: Committee.

35

00:07:11.100 --> 00:07:16.040

Gujarat Intrux Limited: Mr. Sanjay J. Wagadia, Chief Financial Officer of the company.

36

00:07:16.450 --> 00:07:24.939

Gujarat Intrux Limited: C. Kenan Satyavadi message Mark & Associates, statutory Auditor, proposed to be appointed in this AGM.

37

00:07:24.940 --> 00:07:44.000

Gujarat Intrux Limited: C.S. Culpez Raj, practicing company secretary and proprietor of KP Raj & Company, being a secretarial auditor, are also present and has been appointed as a scrutinizer to scrutinize the e-voting process and AGM through VC in the fair and transparent manner.

38

00:07:44.450 --> 00:07:54.030

Gujarat Intrux Limited: I would now request our chairman, Mr. Raman Kumadi Sabaya, to address the shareholders present at this AGM.

39

00:07:55.700 --> 00:07:59.420

Gujarat Intrux Limited: Thank you, Sagar. Respected members.

40

00:07:59.630 --> 00:08:07.359

Gujarat Intrux Limited: It gives me... Great pleasure to welcome you to the 33 HGMO Gujarat Intoks Limited.

41

00:08:07.530 --> 00:08:12.840

Gujarat Intrux Limited: This meeting is a reflection of the three decades of commitment, trust, and growth.

42

00:08:13.070 --> 00:08:18.890

Gujarat Intrux Limited: We are gratefully, grateful for your presence and confidence in the company.

43

00:08:19.040 --> 00:08:25.310

Gujarat Intrux Limited: I confirm that the required quorum is present, and hereby call the meeting in order.

44

00:08:25.740 --> 00:08:30.520

Gujarat Intrux Limited: The notice of the 33rd AGM, along with copies of audit's

45

00:08:31.320 --> 00:08:47.040

Gujarat Intrux Limited: standalone of financial statement for the financial year ended, 31st March 2025, together with the director and auditor's report, have been mailed within the statutory period to all the shareholders whose email

46

00:08:47.250 --> 00:08:54.570

Gujarat Intrux Limited: addresses are registered with the company, or RTA, or their depository participants.

47

00:08:55.550 --> 00:09:13.570

Gujarat Intrux Limited: The same is also uploaded on the website of the company. Your company has also sent physical letters with the family, including the exit path, where complete details of the annual report for the finance era 2024-25 are available over the website.

48

00:09:13.610 --> 00:09:18.890

Gujarat Intrux Limited: to those holders whose email IDs are not registered with the RTA,

49

00:09:19.200 --> 00:09:24.330

Gujarat Intrux Limited: company, or company. With permission of the members, I am now taking

50

00:09:24.750 --> 00:09:34.120

Gujarat Intrux Limited: The notice of the 33rd SGML Board's reports, which has circulated to all shareholders, is read.

51

00:09:34.780 --> 00:09:45.939

Gujarat Intrux Limited: is the statutory Auditor's reports for the financial year ended 31st March 2025, and the secretarial auditor's report for the financial year

52

00:09:47.310 --> 00:09:57.529

Gujarat Intrux Limited: Monday, 31st March 2025, don't... do not contain any qualification, observations, comments, or adverse remarks.

53

00:09:58.220 --> 00:10:01.179

Gujarat Intrux Limited: The same are also taken as read.

54

00:10:01.970 --> 00:10:17.860

Gujarat Intrux Limited: As per the Companies Act 2013 and the CB listing regulation, the company has provided facilities of the remoting e-voting to the shareholders to enable them cast their vote electronically.

55

00:10:18.240 --> 00:10:19.849

Gujarat Intrux Limited: Dear sale orders.

56

00:10:20.500 --> 00:10:24.149

Gujarat Intrux Limited: Gujarat Intuit Limited has come a long way.

57

00:10:24.390 --> 00:10:27.980

Gujarat Intrux Limited: In its journey of more than 3 decades.

58

00:10:28.430 --> 00:10:36.329

Gujarat Intrux Limited: On behalf of the board and our leadership team, I thank you for standing with us throughout this path.

59

00:10:36.640 --> 00:10:49.159

Gujarat Intrux Limited: As we look to the future, our vision is clear to emerge as an Indian foremost manufacturer of high-quality steel and alloy steel, sandcasting.

60

00:10:49.330 --> 00:10:54.279

Gujarat Intrux Limited: Powered by innovation, advanced technology, and modern practicing.

61

00:10:54.810 --> 00:11:05.540

Gujarat Intrux Limited: The detailed financial performance for the year 2024-25 is already available in the annual report, so I will not go into specifics here.

62

00:11:05.750 --> 00:11:09.900

Gujarat Intrux Limited: However, let me brief you about the performance of your company.

63

00:11:10.610 --> 00:11:14.080

Gujarat Intrux Limited: There's net income from operation and other income

64

00:11:14.240 --> 00:11:29.769

Gujarat Intrux Limited: of RS66.95 crore recorded for the financial year 2024-25, which reflects 14.13% growth compared to the previous financial year.

65

00:11:29.980 --> 00:11:35.060

Gujarat Intrux Limited: In the same manner. Net profit registered of RS10...

66

00:11:35.260 --> 00:11:41.960

Gujarat Intrux Limited: 10.59 crore, which is 42.86% higher than the previous financial year.

67

00:11:42.350 --> 00:11:47.779

Gujarat Intrux Limited: I am pleased to share that your company has delivered strong results, both in

68

00:11:47.950 --> 00:11:55.079

Gujarat Intrux Limited: terms of revenue and profitability. We remain committed to working with dedication

69

00:11:55.690 --> 00:12:02.999

Gujarat Intrux Limited: To generate sustainable value and delivery consistent result for all our stakeholders.

70

00:12:03.960 --> 00:12:15.210

Gujarat Intrux Limited: Production numbers are also increased and recorded at... 1500... 02.92 metric tons.

71

00:12:15.430 --> 00:12:24.160

Gujarat Intrux Limited: export Salesforce, 25.05 crore, which is 19.77% higher than the previous financial year.

72

00:12:25.130 --> 00:12:33.030

Gujarat Intrux Limited: This proves strong global demand for our product, market diversification, and internal recognition.

73

00:12:38.150 --> 00:12:49.059

Gujarat Intrux Limited: Considering the current global scenario, geopolitical instability has already impacted business and export across various sectors.

74

00:12:50.020 --> 00:12:58.079

Gujarat Intrux Limited: Disruption in trade, supply chain, uncertainties, and fluctuating costs have created challenges for the operations.

75

00:12:58.370 --> 00:13:03.759

Gujarat Intrux Limited: Export may continue to face further pressure if such instability

76

00:13:03.970 --> 00:13:14.540

Gujarat Intrux Limited: Persist, making it essential for business to stay vigilant and adopt flexible strategies to navigate this uncertainty.

77

00:13:14.900 --> 00:13:20.470

Gujarat Intrux Limited: We remain focused on leveraging our expertise and quality standards.

78

00:13:21.350 --> 00:13:25.129

Gujarat Intrux Limited: To further strengthen our position in the global market.

79

00:13:25.260 --> 00:13:36.510

Gujarat Intrux Limited: Despite industry challenges and fluctuating raw material prices, we maintain stable performance through operational discipline and financial prudence.

80

00:13:37.180 --> 00:13:44.030

Gujarat Intrux Limited: Our cost structure remained uncontrolled, and finance cost was kept minimum.

81

00:13:44.380 --> 00:13:47.659

Gujarat Intrux Limited: Indicating the finances soundness of our balance sheet.

82

00:13:48.250 --> 00:13:54.740

Gujarat Intrux Limited: Sustainability and responsible business practices remain integral to our operations.

83

00:13:55.500 --> 00:13:56.710

Gujarat Intrux Limited: Chrome?

84

00:13:56.940 --> 00:14:06.850

Gujarat Intrux Limited: environmental initiative to workplace safety and employee welfare, we strive to maintain a balanced approach that benefits all stakeholders.

85

00:14:07.470 --> 00:14:16.010

Gujarat Intrux Limited: Looking ahead, Gujarat Intuz Limited is continue delivering value to shareholders. Our focus will remain on innovation.

86

00:14:16.250 --> 00:14:21.389

Gujarat Intrux Limited: Operational excellence, and customer centric growth.

87

00:14:22.530 --> 00:14:27.950

Gujarat Intrux Limited: I, on behalf of the board of director of our company, wish to convey

88

00:14:28.160 --> 00:14:39.210

Gujarat Intrux Limited: Earnest thanks to all our stakeholders, shareholders, customers, suppliers, vendors, employees, and various government and regulatory agencies for

89

00:14:39.740 --> 00:14:45.150

Gujarat Intrux Limited: support extended to us, and I hope the same will continue in future.

90

00:14:45.260 --> 00:14:56.940

Gujarat Intrux Limited: I would like to thank my board members for their valuable guidance and contribution in taking forward the company to desirable path of achievement.

91

00:14:57.100 --> 00:15:01.300

Gujarat Intrux Limited: I look forward to your continued encouragement.

92

00:15:01.440 --> 00:15:05.730

Gujarat Intrux Limited: Is we work toward a prosperous future together.

93

00:15:05.840 --> 00:15:12.050

Gujarat Intrux Limited: Now, I request Sagar to take up agenda items before the shareholders.

94

00:15:12.370 --> 00:15:14.060

Gujarat Intrux Limited: Thank you, Chairman, sir.

95

00:15:14.290 --> 00:15:18.170

Gujarat Intrux Limited: We have total 7 agenda items for the approval.

96

00:15:18.170 --> 00:15:35.690

Gujarat Intrux Limited: detailed agenda of meeting, along with the explanatory statement for the special businesses has already been provided in the AGM notice circulated to all members. Therefore, for the sake of brevity, I will only read out the titles of the agenda items, and not the full details.

97

00:15:37.010 --> 00:15:46.289

Gujarat Intrux Limited: Out of the 7 agenda items, first we have the ordinary businesses, and 5 ordinary resolutions. Number one.

98

00:15:46.290 --> 00:15:59.669

Gujarat Intrux Limited: to receive, consider, approve, and adopt the standalone audited financial statement of the company for the financial year ended on 31st March 2025, and the report of board of directors and auditors thereon.

99

00:16:00.060 --> 00:16:12.680

Gujarat Intrux Limited: Number two, to declare final dividend for financial year 2024-2025 at the rate 150%, being an amount equal to Rs. 15 per equity share of Rs. 10 each.

100

00:16:12.680 --> 00:16:24.089

Gujarat Intrux Limited: Number 3, to appoint a director in place of Mr. Dheeraj Dharamsibai Pambar, who retires by rotation, and being eligible, offers himself for reappointment.

101

00:16:24.090 --> 00:16:41.729

Gujarat Intrux Limited: Number 4, to appoint a director in place of Mr. Raman Kumar Devojobay Sabaya, who retires by rotation and being eligible, offers himself for reappointment. Number 5, appointment of Mrs. Mark and Associate Chartered Accountants as a statutory auditor of the company.

102

00:16:41.730 --> 00:16:58.540

Gujarat Intrux Limited: Now we have the special businesses. Number 6, appointment of Secretary Auditor, Mrs. KP Rachan, company. And last, number 7, reappointment of Mr. Dheeraj Taramshi Bhai Pambar as a managing director of the company.

103

00:16:58.990 --> 00:17:11.800

Gujarat Intrux Limited: Now, with the permission of Chairman, I request the host to allow the speakers who registered themselves as the speakers for the AGM in advance to express their views, or ask the questions.

104

00:17:11.800 --> 00:17:25.479

Gujarat Intrux Limited: After the announcement, the speaker will be allowed to speak by the host. First, the question of all speakers will be taken up, and then the chairman will address all the questions to avoid the unnecessary repetitions.

105

00:17:27.460 --> 00:17:44.240

Gujarat Intrux Limited: Considering the question of other speaker shareholders, it is requested to speak up to 3 minutes only. If any question remains unanswered, then management will ensure to give it back to him or her through email communication.

106

00:17:44.310 --> 00:17:48.790

Gujarat Intrux Limited: Now we will take the questions and views from shareholders.

107

00:17:49.050 --> 00:18:00.429

Gujarat Intrux Limited: First, our chairman, addressed questions and concerns of those speaker shareholders whose questions we have received through email well in advance.

108

00:18:01.570 --> 00:18:10.000

Gujarat Intrux Limited: Motorator, please confirm the availability of our first speaker, Mr. Gokul Sri Gopal Maishvari. Is he available?

109

00:18:12.340 --> 00:18:13.970

Tech Support: No, sorry, he's not all available.

110

00:18:14.960 --> 00:18:18.839

Gujarat Intrux Limited: Okay, so we... moving to the speaker number 2.

111

00:18:23.090 --> 00:18:29.009

Gujarat Intrux Limited: Mr. Imanshu Anilbhai Trivedi. Motator, kindly confirm his availability.

112

00:18:32.150 --> 00:18:33.970

Tech Support: So, he's not present in the meeting.

113

00:18:34.790 --> 00:18:35.830

Gujarat Intrux Limited: Okay?

114

00:18:36.450 --> 00:18:43.839

Gujarat Intrux Limited: We'll move to the speaker number 3, Mr. Ankur Tripathi. Is he available, moderator?

115

00:18:44.160 --> 00:18:45.650

Tech Support: Yes, sir, he is available.

116

00:18:46.040 --> 00:18:50.170

Gujarat Intrux Limited: Okay, so our chairman, Mr. Ramanzar, will answer his questions.

117

00:18:51.100 --> 00:18:52.469

Gujarat Intrux Limited: Mr. Ramansa?

118

00:18:53.580 --> 00:19:00.780

Gujarat Intrux Limited: Okay, I think, Mr. Ankur Tripartti has asked that question.

119

00:19:01.250 --> 00:19:07.850

Gujarat Intrux Limited: follows. What is the CAPEX plan for year Finance 026?

120

00:19:08.090 --> 00:19:09.629

Gujarat Intrux Limited: That is a question.

121

00:19:09.790 --> 00:19:17.389

Gujarat Intrux Limited: Answer is, in Financial 26, 1.5 crore CAPEX plan, approved.

122

00:19:20.690 --> 00:19:23.460

Gujarat Intrux Limited: What is the current size of the order booking?

123

00:19:23.610 --> 00:19:28.449

Gujarat Intrux Limited: The order booking is sufficient for the running financial year.

124

00:19:28.920 --> 00:19:33.229

Gujarat Intrux Limited: What operational profit margin do you expect it to achieve this year?

125

00:19:33.980 --> 00:19:36.920

Gujarat Intrux Limited: Expected it will be nearly by

126

00:19:37.760 --> 00:19:45.350

Gujarat Intrux Limited: Last financial year, 24-25, considering the global geopolitical situation, it can be varying.

127

00:19:45.830 --> 00:19:49.439

Gujarat Intrux Limited: What is your revenue target for Finance Lear 26?

128

00:19:50.510 --> 00:19:57.610

Gujarat Intrux Limited: Considering the current order booking, till the time revenue are maintained, and we hope it will also maintain in the current

129

00:19:58.720 --> 00:20:01.220

Gujarat Intrux Limited: Remaining financial year 26.

130

00:20:02.600 --> 00:20:06.510

Gujarat Intrux Limited: Fifth question, do you have a 3-year top-line growth target?

131

00:20:07.930 --> 00:20:12.489

Gujarat Intrux Limited: Company product is tailor-made, and try to maintain growth in

132

00:20:12.740 --> 00:20:19.899

Gujarat Intrux Limited: Expect, same in next 3 years, but all depends upon type of orders, geopolitical.

133

00:20:20.090 --> 00:20:30.970

Gujarat Intrux Limited: And tariff situation of global market, price of raw material, foreign exchange fluctuation, and other factors which may affect company.

134

00:20:32.380 --> 00:20:33.790

Gujarat Intrux Limited: Sixth question.

135

00:20:33.970 --> 00:20:40.169

Gujarat Intrux Limited: Who are your main competitors? I have already answered these questions.

136

00:20:42.580 --> 00:20:46.409

Gujarat Intrux Limited: Okay, moving to the next speaker. Motator, kindly confirm.

137

00:20:46.560 --> 00:20:50.640

Gujarat Intrux Limited: We have the availability of Mr. Keshav Gard.

138

00:20:50.640 --> 00:20:52.560

Tech Support: Yes, sir, he's present in the meeting.

139

00:20:53.290 --> 00:20:59.880

Gujarat Intrux Limited: Okay, we have received his questions. I would like to ask Mr. Ramanzar to address these questions.

140

00:21:03.690 --> 00:21:06.280

Gujarat Intrux Limited: Well... Mr. Queso?

141

00:21:06.380 --> 00:21:18.569

Gujarat Intrux Limited: Certain questions are already answered to earlier speaker shareholders, so considering the time and other speakers' shareholders' questions, I am not reading those repetitive questions.

142

00:21:19.950 --> 00:21:23.449

Gujarat Intrux Limited: But remaining past questions, we took.

143

00:21:23.910 --> 00:21:36.880

Gujarat Intrux Limited: What is our steady-state EB data margin that we should expect going forward? Can we maintain 20% plus achieved in financial 2025?

144

00:21:37.650 --> 00:21:51.880

Gujarat Intrux Limited: The company is every try to maintain margin, but our product is tailor-made product, and depend upon type of orders and all other factors, which I have already mentioned in my earlier answer.

145

00:21:53.750 --> 00:22:03.319

Gujarat Intrux Limited: What percentage of revenue comes from value-added and high-value LOE casting? How is the margin profit profile in this business?

146

00:22:03.970 --> 00:22:17.489

Gujarat Intrux Limited: The company mainly manufacturing stainless steel, non-alloy steel, duplex steel, nickel alloy steel sand castings, and more than 65 grids casting, manufacturing as per customer requirement.

147

00:22:18.040 --> 00:22:36.619

Gujarat Intrux Limited: All these are... depends upon which grades castings requirements by customer. However, company try to maintain balance to perfect high-value castings. Except percentage cannot give as it depends upon order get from customer.

148

00:22:38.310 --> 00:22:41.969

Gujarat Intrux Limited: When can we expect to surpass peak volume?

149

00:22:42.640 --> 00:22:49.940

Gujarat Intrux Limited: 1,676 metric tons, VDD financial year 2020.

150

00:22:51.300 --> 00:23:02.699

Gujarat Intrux Limited: The companies try to surplus peak volume achieve 1676, between 4-2020, but again, it depends upon order of casting. If bigger castings

151

00:23:03.190 --> 00:23:08.960

Gujarat Intrux Limited: order that we can achieve it. So, in short, it's dependent on the,

152

00:23:09.260 --> 00:23:11.420

Gujarat Intrux Limited: Product mix, what do we get?

153

00:23:12.360 --> 00:23:19.780

Gujarat Intrux Limited: What led to realization per metric ton has increased by 48%, to...

154

00:23:20.210 --> 00:23:33.980

Gujarat Intrux Limited: 416 per kg in financial year 2025 versus 280 per kg in financial year 2020. What is CO for further improvement?

155

00:23:34.420 --> 00:23:43.699

Gujarat Intrux Limited: Per kg realization also depends upon order grade, as which grade, because 165 per kg to 4,000

156

00:23:43.840 --> 00:23:52.629

Gujarat Intrux Limited: per kg, various grade gusting we manufacture. So, it is totally depend on the, volume of the

157

00:23:53.240 --> 00:24:01.000

Gujarat Intrux Limited: different grades, orders we receive from the customer, because the prices are mainly depend on the grades of the

158

00:24:01.500 --> 00:24:03.870

Gujarat Intrux Limited: castings.

159

00:24:06.070 --> 00:24:17.460

Gujarat Intrux Limited: The company is mainly sourcastings, sorry, what percentage of revenue makes from various end users' industries for our walls?

160

00:24:17.720 --> 00:24:23.529

Gujarat Intrux Limited: The company is mainly forecasting in all industries, and majority revenue generated from it.

161

00:24:24.390 --> 00:24:25.910

Gujarat Intrux Limited: Question number 6.

162

00:24:26.400 --> 00:24:32.309

Gujarat Intrux Limited: Are there any plans to enter the other value-added casting segment?

163

00:24:33.500 --> 00:24:39.429

Gujarat Intrux Limited: The marketing team of our company every try to get value-added castings.

164

00:24:41.830 --> 00:24:46.199

Gujarat Intrux Limited: How do we plan to utilize 30 crore ASO books?

165

00:24:48.550 --> 00:24:52.030

Gujarat Intrux Limited: It will be utilized for the future builders needed.

166

00:24:56.860 --> 00:25:02.840

Gujarat Intrux Limited: What is job work income earned from Intelcast? What is the business of this entity?

167

00:25:03.500 --> 00:25:08.679

Gujarat Intrux Limited: We have a machine shop, and doing machining job work for Intelcast.

168

00:25:08.890 --> 00:25:12.629

Gujarat Intrux Limited: The indoor cost is investment, casting, manufacturing, industry.

169

00:25:13.000 --> 00:25:16.730

Gujarat Intrux Limited: What are the key strength and USP of our company?

170

00:25:18.820 --> 00:25:24.759

Gujarat Intrux Limited: OLT casting manufacturing and well-equipped foundry ease our strength, and USP.

171

00:25:25.200 --> 00:25:27.769

Gujarat Intrux Limited: What is the expected IRR?

172

00:25:28.880 --> 00:25:35.279

Gujarat Intrux Limited: payback we aim for before embarking on any capex or additional investment.

173

00:25:36.100 --> 00:25:43.819

Gujarat Intrux Limited: No expansion plan right now, and CAPEX plan in next year is only for replacement in existing machineries.

174

00:25:44.520 --> 00:25:45.450

Gujarat Intrux Limited: Set up.

175

00:25:46.500 --> 00:25:47.609

Gujarat Intrux Limited: Thank you, sir.

176

00:25:48.090 --> 00:25:55.729

Gujarat Intrux Limited: Now, I request the host to kindly confirm the availability and unmit the speaker number 5, Mr. Mahesh Makija.

177

00:25:55.730 --> 00:25:58.950

Tech Support: Yes, sir, he's... yes, sir, he's present at the meeting.

178

00:25:59.550 --> 00:26:00.320

Gujarat Intrux Limited: Okay.

179

00:26:04.100 --> 00:26:09.290

Gujarat Intrux Limited: I think... Mr. Kesha Garg has some additional questions.

180

00:26:09.290 --> 00:26:10.210

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: Hello?

181

00:26:11.410 --> 00:26:12.690

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: Good morning.

182

00:26:12.880 --> 00:26:15.009

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: Good morning, Chairman, sir, and..

183

00:26:15.510 --> 00:26:20.150

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: expected board of directors, Mahesh Makijaya, speaking from Mumbai. Can you hear me properly, sir?

184

00:26:20.410 --> 00:26:25.149

Gujarat Intrux Limited: Yes. Mr. Meyers, kindly, you are not visible, sir.

185

00:26:25.680 --> 00:26:32.440

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: No, it's okay, I'll... because I'm on the mobile, the data network will be there, not on Wi-Fi.

186

00:26:32.710 --> 00:26:34.480

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: I hope it will be okay,

187

00:26:34.680 --> 00:26:35.940

Gujarat Intrux Limited: Okay, fair enough.

188

00:26:35.940 --> 00:26:43.360

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: Thank you, thank you, company secretary. Sir, I'm a new investor in our company, Gujarat Intrax Limited.

189

00:26:43.470 --> 00:26:50.599

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: So, I just went through the report provided by the respected company secretary last week.

190

00:26:50.970 --> 00:27:10.580

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: I think we are into castings in stainless steel and non-alloy steel, serving the wall industry. So, I would like to know which are the industries where we serve this wall industry. Wall is required everywhere. So, you can just brief us. I'm not an engineering graduate.

191

00:27:10.680 --> 00:27:17.680

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: So, which industries or walls are present, and where we are the expertise to supply them?

192

00:27:17.950 --> 00:27:24.780

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: And as per the report, we have got exports and domestic sales. I think export is around 40%.

193

00:27:25.050 --> 00:27:44.410

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: major countries are exported, you have mentioned in the report. Now, looking at the recent USA, I don't know how much percentage of our sales goes to USA, what will be the impact of the ongoing tariff, up and down every day something or the other comes?

194

00:27:44.650 --> 00:27:50.339

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: So, any effect will be there for our product going to USA, especially.

195

00:27:50.920 --> 00:27:57.820

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: And, our production has been increasing every year after 2021. 21, 22.

196

00:27:57.990 --> 00:28:03.840

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: So, I would like to understand what is the present capacity utilization of our..

197

00:28:04.000 --> 00:28:22.610

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: Existing installed facility. So, any scope is there, or just now you have told you are not doing for any capex in this financial year 2526, except the replacement capex of 1.5 crores. So, any plans for further enhancing or,

198

00:28:22.820 --> 00:28:30.259

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: Existing capacity, looking at Order book, whatever you feel like in the next 3 years.

199

00:28:30.500 --> 00:28:36.189

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: And as far as the dividend is concerned, you have been dividend last 2 years, I can see.

200

00:28:36.340 --> 00:28:42.860

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: 80% has been the payout ratio from the earnings of the.. in the same year.

201

00:28:43.060 --> 00:28:53.399

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: first interim, then final dividend. Is that we can take it that the 80% will be the payout ratio as a dividend policy of our company? I would like to know that.

202

00:28:53.550 --> 00:28:58.350

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: Meaning, 80% is good enough, because you have got 30 crores in the...

203

00:28:58.670 --> 00:29:11.349

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: bank cash, meaning you have kept... I don't know where it has been kept in the bank deposit, or you have invested in mutual fund, we don't know. I think if we have not invested in, in bank deposit, we can go for the...

204

00:29:11.540 --> 00:29:17.609

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: Liquid mutual funds, so that we get at least 5% to 8% return on our...

205

00:29:17.810 --> 00:29:24.959

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: money, and that, as your chairman already told us, that money is capped for future expansion, that's okay.

206

00:29:25.230 --> 00:29:35.129

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: We look forward for your bright future in the coming years. And just a request, when you... it will be possible for your company to...

207

00:29:35.280 --> 00:29:44.039

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: organize a visit to our facilities at Rajkot. That will be good enough for a new investor coming into your company.

208

00:29:44.290 --> 00:29:48.400

MAHESH MAKHIJA/BHAVANA MAKHIJA/ SIMRAN M MAKHIJA: And thanks a lot for all the best in the future. Thank you, Chairman, sir.

209

00:29:48.850 --> 00:29:55.060

Gujarat Intrux Limited: Yeah. So, now, I think you asked many questions.

210

00:29:55.300 --> 00:29:58.599

Gujarat Intrux Limited: So, I will take the first question.

211

00:29:59.990 --> 00:30:02.169

Gujarat Intrux Limited: Industry where we are serving.

212

00:30:02.250 --> 00:30:15.370

Gujarat Intrux Limited: I think, as you know, that we are manufacturing mainly walls, and secondly, the pump castings. So the... I mean to say, what wall castings we are manufacturing is... goes to the various sectors.

213

00:30:15.420 --> 00:30:26.389

Gujarat Intrux Limited: One is a main sector is refineries, second is a pharmaceutical. Then, there are, many, many... I think almost all industries needed the walls

214

00:30:26.390 --> 00:30:41.000

Gujarat Intrux Limited: and the pumps. So, you can consider that own process, I mean to say, all the process handling systems which require the walls and pumps. So, main, I have explained to you, but there are many others, too.

215

00:30:41.380 --> 00:30:47.410

Gujarat Intrux Limited: Now, second, your question is, export is, 40%, domestic is,

216

00:30:47.990 --> 00:31:03.739

Gujarat Intrux Limited: rest is domesticated, and whether our business will affect with the new, tariff imposed by U.S. government on India. So, at present, as I, as I speak in my speech, that at present.

217

00:31:03.740 --> 00:31:08.200

Gujarat Intrux Limited: Our business with US is not much, it is even less than 1%.

218

00:31:08.230 --> 00:31:18.539

Gujarat Intrux Limited: But definitely, our... our total export is in Europe. If something will have... if something... some problem is there in the Euro, if some tariff

219

00:31:18.980 --> 00:31:38.549

Gujarat Intrux Limited: If the way the U.S. president is forcing U.S. European Union to increase the tariff the way he has increased, then it could be the problem. But right now, we have no problem, because our export mainly is Europe.

220

00:31:39.030 --> 00:31:40.120

Gujarat Intrux Limited: So..

221

00:31:40.390 --> 00:32:04.649

Gujarat Intrux Limited: And, third is, yeah, you say that the present capacity utilization. So, for your understanding, we generally, our, our plan is in such a way that, whenever we, we are crossing the 80% to 85% capacity utilization, we are thinking for the, expensor.

222

00:32:04.650 --> 00:32:11.430

Gujarat Intrux Limited: Or aiding the... by investing the money. But, again, in a foundry.

223

00:32:11.430 --> 00:32:17.529

Gujarat Intrux Limited: With the same capacity, by having a different product mix.

224

00:32:17.530 --> 00:32:32.890

Gujarat Intrux Limited: you can increase the capacity without major expansion by 10% to 15%. So, whenever it will require, we will increase the capacity. Right now, it is not a right time to think on

225

00:32:32.890 --> 00:32:46.820

Gujarat Intrux Limited: doing any capex, because the global market is turmoil, is not stable. So, first, we think that it is to be stable, because our... around 40% business is our export. So, we are reviewing the...

226

00:32:46.830 --> 00:32:53.809

Gujarat Intrux Limited: Market for coming years, and then we'll decide if needed, we will, expand.

227

00:32:54.030 --> 00:33:13.290

Gujarat Intrux Limited: Dividend is high 80% payout ratio, so I think it is our... we have a reserve surplus, so we are giving, that, as a return to our, shareholders, so I think that is our policy. And,

228

00:33:13.800 --> 00:33:20.550

Gujarat Intrux Limited: as you say there, the plant, is it possible. So, if you are coming to Raj Court.

229

00:33:20.710 --> 00:33:29.290

Gujarat Intrux Limited: Please, inform us in advance so that we can arrange. We can show you our plan with no problem.

230

00:33:30.140 --> 00:33:33.650

Gujarat Intrux Limited: I think that's it. Okay, thank you, sir.

231

00:33:36.450 --> 00:33:37.600

Gujarat Intrux Limited: More data?

232

00:33:38.270 --> 00:33:43.730

Gujarat Intrux Limited: The next speaker, Governor of Sudhuf, can we confirm his availability?

233

00:33:47.180 --> 00:33:49.449

Tech Support: So, he's not present in the meeting right now.

234

00:33:52.820 --> 00:33:54.010

Gujarat Intrux Limited: Yeah, dang.

235

00:34:00.580 --> 00:34:14.250

Gujarat Intrux Limited: Once again, I would like to inform the shareholders who have not casted their vote through remote voting can cast their vote by clicking on the link Cast Your Vote on Shareholders VC page by entering the required details.

236

00:34:14.380 --> 00:34:34.000

Gujarat Intrux Limited: It will be available till 15 minutes from the conclusion of AGM. The results of the e-voting, along with the scrutinizer's report, shall be communicated to BSE, where the equity share of the company are listed, and will also be placed on the company's website and on the website of NSDL within 2 working days.

237

00:34:34.219 --> 00:34:43.680

Gujarat Intrux Limited: Since all the questions of speaker have been taken up and do not have any other agenda item, I request our Chairman, sir, to conclude the meeting.

238

00:34:45.480 --> 00:34:54.420

Gujarat Intrux Limited: Thank you, dear shareholders, for your presence and support. I also thank the board and our employee for their dedications.

239

00:34:54.780 --> 00:35:02.629

Gujarat Intrux Limited: With this, I declare the 33rd Annual General Meeting of Gujad Tooks Limited post. Thanks again. Thank you very much.

240

00:35:08.710 --> 00:35:10.440

Tech Support: So, can I close the meeting now?

241

00:35:11.050 --> 00:35:11.720

Gujarat Intrux Limited: Yes.