



**Transcript of the Proceedings of the 40<sup>th</sup> Annual General Meeting held on 22<sup>nd</sup> September 2023 at 2.00 p.m. (IST) through Video Conferencing (“VC”)/ Other Audio Visual Means (“OAVM”)**

**Ms. Sonia Gupte, Company Secretary & Compliance Officer, Orbit Exports Limited:**

I, Sonia Gupte, Company Secretary of Orbit Exports Limited welcome you all to the 40<sup>th</sup> Annual General Meeting of the Company. As stated in the AGM notice dated August 2, 2023 and in accordance with the provisions of Companies Act, 2013, SEBI Listing Obligations and Disclosure Requirements Regulations, 2015 and various circulars issued by the MCA and SEBI, this meeting is being conducted electronically through Video Conferencing/Other Audio-Visual Means and without the physical presence of the members at a common venue. The deemed venue for this AGM is the registered office of the Company.

I take this opportunity to introduce our panel members present for the meeting. Mr. Pankaj Seth, Managing Director and Chairman of the Board and CSR Committee, attending this meeting from the registered office of the Company; Mr. Sunil Buch, Independent Director and Chairman of Audit Committee, attending the meeting from Thane; Mr. Varun Daga, Non-executive Director and Chairman of Stakeholder Relationship Committee, attending this meeting from Dubai; Mrs. Chetna Malaviya, Independent Director, attending this meeting from Delhi; Mr. Chetan Mehra, Additional Director, attending this meeting from Rajasthan; Mr. Parth Seth, Additional Director, attending this meeting from the registered office of the Company; Mr. Rahul Tiwari, Chief Financial Officer, attending this meeting from the registered office of the Company. We have received leave of absence from Mrs. Anisha Seth, Whole Time Director, because she is unable to attend the meeting due to some unavoidable circumstances. Also, Mr. Pradeep Khosla, who is our Independent Director and Chairman of Nomination and Remuneration Committee is facing some technical issues and he might join later. For the statutory purposes, the Directors have unanimously appointed Mrs. Chetna Malaviya as the Chairman of Nomination and Remuneration Committee Meeting.

I also welcome Mr. Rajan Ashar, partner of M/s. G. M. Kapadia and Associates, Statutory Auditors and Dr. S. K Jain, Practising Company Secretary and Proprietor of M/s. S. K. Jain and Company, Secretarial Auditor and Scrutinizer of this meeting. They are attending this meeting from their respective remote locations. I welcome everybody to the meeting. I now request our honourable chairman sir - Mr. Pankaj Seth to address the shareholders. Thank you.

**Mr. Pankaj Seth- Chairman & Managing Director, Orbit Exports Limited:**

Good Afternoon shareholders, I Pankaj Seth, Chairman and Managing Director of the Company welcome you to the 40<sup>th</sup> AGM of the Company which is being held electronically through video conferencing and other audio visual means.

Participation of the members through video conference and other audio visual means is reckoned for the purpose of quorum in accordance with Section 103 of the Companies Act, 2013. As the requisite quorum is present, I call this meeting to order. I now ask Ms. Sonia Gupte, Company Secretary to commence the formal proceedings and share the legal provisions for conducting this meeting.

**Ms. Sonia Gupte, Company Secretary & Compliance Officer, Orbit Exports Limited:**

Thank you, Sir. Dear Shareholders as informed earlier this meeting is conducted through Video Conferencing/Other Audio-Visual Means in compliance with the statutory provisions without the physical presence of the members at a common venue. The Annual Report including the AGM Notice was emailed to the members whose email IDs were registered with the Company or depositories and the same is also available on the Company website, National Stock Exchange Limited, BSE Limited and NSDL. The Register of Directors and KMP and their shareholding maintained under section 170 of Companies Act, 2013, the register of contracts or arrangements in which the directors are interested maintained under Section 189 of Companies Act, 2013, and all the relevant documents referred to in the AGM notice are open for inspection and available during the AGM at the Company's website. The Company has availed the services of NSDL to provide the facility of Remote e-voting, e-voting at the AGM and participation in the AGM through Video Conference/Other Audio-Visual Means. Live screening of this meeting is being webcast on the NSDL portal. In compliance with the provisions of Section 108 of the Companies Act, 2013 read with the rules made thereunder and Regulation 44 of SEBI Listing Regulations, the Company has provided the facility of voting by electronic means to its members through remote e-voting platform of NSDL to exercise votes on the resolutions set out in the AGM Notice. The remote e-voting commenced on September 19, 2023 at 9.00 a.m. and concluded on September 21, 2023 at 5:00 p.m. Dr. S. K. Jain Practising Company Secretary and Proprietor of S. K. Jain & Co., Company Secretaries has been appointed as the Scrutinizer to scrutinise the process of remote e-voting and voting at the AGM in a fair and transparent manner. Members who have not exercised their vote earlier through remote e-voting, can vote on commencement of e-voting during the AGM. I will announce the opening of e-voting platform, which shall remain open until 15 minutes of the closure of this meeting. As the resolutions set out in the AGM Notice were put to vote through remote e-voting, the requirement to propose and second the resolutions is not required in view of the Secretarial Standards on General Meetings.

The ordinary business items are:

1. To receive, consider and adopt, as an Ordinary Resolution: (a) the audited Standalone Financial Statements of the Company for the financial year ended March 31, 2023, Reports of the Board of Directors and Auditors thereon; and (b) the audited Consolidated Financial Statements of the Company for the financial year ended March 31, 2023 together with the Report of the Auditors thereon.
2. To appoint a Director in place of Mrs. Anisha Seth, Whole-time Director, who retires by rotation and, being eligible, offers herself for reappointment, as an Ordinary Resolution.

The special business items are:

3. Appointment of Mr. Chetan Mehra, as an Independent Director w.e.f. August 2, 2023, as a Special Resolution.
4. Appointment of Mr. Parth Seth, as a Director of the Company, as an Ordinary Resolution.
5. Appointment of Mr. Parth Seth, as an Executive Director of the Company for a period of three years effective from August 2, 2023, as a Special Resolution.
6. Remuneration of Cost Auditor of the Company, as an Ordinary Resolution.
7. Approval for Material Related Party Transactions, as an Ordinary Resolution.

I now request Chairman sir to convey his message to the shareholders.

**Mr. Pankaj Seth- Chairman & Managing Director, Orbit Exports Limited:**

Good afternoon, everyone. We hope you and your family are healthy and safe.

The Annual Report including the AGM Notice was emailed to all the shareholders and the same is also available on the Company's website and the websites of NSE, BSE and NSDL. Therefore, with your permission, I consider the AGM notice and Director's report as read. The Audit Report issued by M/s. G. M. Kapadia and Associates does not contain any qualified opinion, hence, in view of Secretarial Standard of General Meetings, I request the members to consider the audit report as read.

The global textile sector, in the last two quarters of financial year 22-23 witnessed a decline in demand which continued in the current financial year 23-24. Acknowledging the challenges faced by the Company in financial year 22-23, due to unfavorable industry trends leading to fluctuating demands, the overall performance of the Company remained satisfactory in the financial year 22-23 and nearly 62% of its revenues came from the global markets.

To counter these challenges, the Company developed new designs and new fabric finishes, while deepening its presence in India and re-engaging with revived international customers. The Company's aim to be resilient by being independent of market cycles, led to diversification of fabrics in all segments such as men's wear, ladies' apparel, kids wear and home textiles.

On a standalone basis, the Company recorded a total revenue of Rs. 189 crores in financial year 22-23, as against Rs. 123 crores in previous financial year. The net profits for financial year stood at Rs. 31 crores as against Rs. 16 crores in the corresponding financial year 21-22.

On a consolidated basis, in financial year 22-23, the Company recorded a total revenue of Rs. 197 crores as against Rs. 127 crores in financial year 21-22. The consolidated net profit stood at Rs. 35 crores in financial year 22-23, as compared to Rs. 18 crores in the previous financial year.

The EBIDTA, on a standalone basis for financial year 22-23 stood at Rs. 54 crores against Rs. 33 crores for the financial year 21-22. This growth was the result of cost optimization and operational efficiency which helped in increased output of products thereby leading to improved profitability. The Company continued to stay under borrowed by relying on its own funds instead of external borrowings. Approximately Rs. 85 crores were capitalized in the last two years with over 55% investment financed through internal accruals.

During the year under review, the Company announced buy back of its equity shares and successfully bought back 4,08,163 equity shares at the rate of Rs. 245/- per share through tender offer. Further, it enhanced its yarn processing capacity, optimized resource utilisation and increased operational efficiency. We achieved our highest ever production at the weaving plant and the made-ups facility. Further, new products were introduced in the made-ups category, which empowered the Company to offer a range of products and captured the interest of prospective customers. Your Company gained enhanced returns from the new product line while optimizing fixed overheads costs.

The Company's investment in the commissioning of its new modern process house, in addition to weaving and twisting capacities, is fully functional and we expect to start seeing positive outcomes from the current year onwards. This process house aims at addressing the environment-friendly benchmarks of domestic and global buyers, thereby empowering the Company to deliver products faster with a belief of increased sales velocity with enhanced quality.

The Company witnessed expected growth in quarter one of the financial year 23-24. The financial results for the quarter ended June 30, 2023 are available on the Company website and on the website of NSE and BSE.

Your Company believes in contributing to the communities in which it operates. In the year under review, our CSR focused on areas that included eradicating hunger through Akshaya Chaitanya, initiative of HKM Charitable Foundation; promoting girl education through Udayan Care's Udayan Shalini Fellowships; and rehabilitation of poor community women through local NGOs.

Going forward, your Company is focused on designing complementary items aligned with fashion trends and capturing additional customer demand, staying under-borrowed and deepening investments in digitalization. Our weaving capacity is set to increase owing to the full-year impact of looms installed in the second half of financial year 22-23. By strategically allocating resources, leveraging technology, and implementing lean manufacturing principles, your Company aims to reinforce its respect as a reliable provider of quality textiles. The Company will continue harnessing strengths through in-house quality fabric, access to raw materials, long-standing customer relationships and being a consistent one-stop innovation-driven fabric solution provider.

India's clothing and textile industry is expected to become more competitive in the domestic and global markets which will lead to introduction of various products coupled with new opportunities for exports, and being part of this growing industry, your Company is geared for an exciting journey.

At the end, on behalf of all the Board of Directors, I would like to express deep appreciation to the employees of the Company at all levels, our bankers, financial institutions, regulatory bodies, valued customers, suppliers and other business associates for their support during the year under review.

The Board of Directors also express their appreciation to the esteemed shareholders for your belief, encouragement and support to the Company.

I would now like to invite the queries from the members present and attending this meeting. I request the Company Secretary to moderate the queries from the members.

**Ms. Sonia Gupte, Company Secretary & Compliance Officer, Orbit Exports Limited:**

Thank you, Sir. We will now unmute the members who have registered themselves as speakers. Members are requested to keep their queries short to provide equal opportunities to other members. Once all the questions are put, the management will answer the same.

I request the first speaker to put forth the question.

**NSDL Operator 1:**

Thank you so much Mam. I invite our first speaker shareholder - Ms. Vasudha Dakwe to please speak.

Mam you can unmute your mike and speak. Thank you.

**Ms. Vasudha Dakwe - Shareholder:**

Good afternoon respected Chairman sir, Board of Directors and my fellow shareholders. Myself Vasudha from Thane. I would like to thank Sonia Mam and her team for sending me soft copy of Annual Report well in advance, which itself is clear and transparent. The opening speech given by the Chairman sir is also very excellent and very informative.

I would like to ask who are our main Competitors. Secondly, what is our accretion rate. With this I support all the resolution, thank you very much and wish the Company all the best for coming financial years and my best wishes for Ganpati, Dusshera and Diwali festivals. Thank you very much Sir.

**NSDL Operator 1:**

Thank you so much Mam. We move on to the next speaker shareholder - Mr. Kishor Kachaliya.

**NSDL Operator 2:**

Kishor Kachaliya has not joined. So, we can move to next.

**NSDL Operator 1:**

Okay. We move on to the third speaker shareholder of the day - Mr. Rajendra Seth

**NSDL Operator 2:**

Rajendra also has not joined so that we can move on to next.

**NSDL Operator 1:**

Okay. Moving on to the next speaker shareholder – Mr. Naresh Kachaliya.

**NSDL Operator 2:**

Naresh has not joined, so we can move to next.

**NSDL Operator 1:**

Ok. Moving on to the next speaker shareholder - Mr. Samarth Mohan Singh.  
Samarth sir you can unmute yourself and speak.

**Mr. Samarth Mohan Singh - Shareholder**

Good afternoon, am I audible?

**NSDL Operator 1:**

Yes sir, you are clearly audible sir.

**Mr. Samarth Mohan Singh- Shareholder:**

Good afternoon, thank you for the opportunity.

Chairman, I have already submitted all my questions in advance so would like me to read them out one by one or do you have them with you?

**Mr. Pankaj Seth - Chairman & Managing Director, Orbit Exports Limited:**

For the benefit of everybody, I would like you to read out the questions, so that you know everybody else knows what I am answering.

**Mr. Samarth Mohan Singh- Shareholder:**

Sure. So, I will just start right away.

My first question was what is our total fabric manufacturing capacity today?

My second question is what is the total revenue we can make from our made ups plant assuming we run at full capacity.

My third question was if you could provide the revenue split between made ups and fabrics in FY23 versus FY22.

My fourth question is what's the total volume of fabric sales in FY23 versus FY22.

My fifth question was asking for split of export revenue by geography between North America, South America, Europe, Middle East and others.

My sixth question was just whether we export much to China and if that is a potential market for us.

My seventh question was if you could provide the breakup between the domestic and export revenue for first quarter of this financial year and compare that to the first quarter of last financial year.

Eight question was what percentage of our fabrics sold were outsourced in financial year 23.

My ninth question was what percentage of our sales come from large US retailers such as Home Depot and Walmart.

My tenth question was in the five year period between FY 2015 to FY 2020, we didn't see much revenue profit growth even though we kept investing in fixed assets. Please can you talk about what happened during this period.

My eleventh question was in the last year's annual report you talked about quadrupling revenues of Rs. 500 crs by FY 2027. Seems like we are well on track looking at our growth in this last year. Please can you talk about which areas we expect this growth to come from.

My twelfth question was what is the capex required to get this turnover of Rs. 500 crs of sales.

Thirteenth question was all the textile industries saw degrowth in second half of FY2023 due to global destocking, it seems that Orbit Exports has managed to avoid this phenomenon and has grown even in its exports business. Please can you talk about how you were able to achieve this.

Fourteenth question was please talk about the new product range in made ups that helped in the international sales growth.

Next question was please talk about new process house that we have set-up in Valsad, what capabilities does it bring and which markets does it enable us to enter?

Sixteenth question was now that we are focused on mid-priced domestic market, who are competitors in this space?

And the last one in the past you mentioned that competitors are largely in Italy and Turkey. Has the devaluation of the Turkish lira affected our competitive position. Thank You.

**NSDL Operator 1:**

Thank you so much sir. We move on to next speaker shareholder - Mr. Dhwanil Desai.

Tech Support can you allow Mr. Dhwanil Desai to speak?

**NSDL Operator 2:**

Dhwanil Desai you can unmute yourself and speak.

**Dhwanil Desai - Shareholder:**

Hi, are you able to hear me?

**NSDL Operator 1:**

Yes sir, we can hear you, but you are quite soft, if you can be bit louder please.

**Dhwanil Desai- Shareholder:**

Sure, I will. Thank you for the opportunity respected Board of Directors and fellow shareholders. Sir one sincere request this is the only time we get to interact with you and understand more about business. So, if you can answer the queries in detail and specific, that would be very helpful.

I have already submitted my questions but for the benefit of everybody, I will read out the question.

Sir, first question is last year annual report we talked about re-imagining our business post pandemic and we were doing 140-150 cr revenue, so can you give us some sense as to how business profile is different today viz-viz pre-pandemic level and how do we see different segment i.e. party wear, evening gown, made ups, home furnishing evolving over next 2-3 years.

Second question is as we move from high value premium products to relatively mid-priced segments, which are large volume but lower margins, do we enter into more fluttered market with much stiffer competition and what are those segments where we intend to scale up.

We have invested as you mentioned significant capital in process house this year and as mentioned in earlier reports, till FY2022, we have relied on outsourcing for dying and processing of fabric, so considering that we have been able to meet the quality, standard and expectation of customer and given that India has a very decent process house capacity available and which is therefore competence, what is the advantage that this capex of process house gives us to make this operations in house?

Fourth question is we have stagnated our revenue in last 5-6 years till FY2020 for around Rs. 150 crs, but if we look at our customer base, we have very large multi-billion dollar customers like H&M, Home Decor, Calvin Klein and some of these clients are so large and still our revenue was stagnated around Rs. 150 crs, so if you can highlight whether because we were serving a single or niche category of evening wear or party wear because of which the revenue segmented or we had maximized the wallet share, what was the reason for this stagnation?

Fifth question is we have seen lot of companies in textile space and very few companies have done 20% and above margins at EBIDTA level consistently. So those kind of margins are more of exception than a norm, so given this, as we scale up in the mid-price segment, where do we see our margins stabilizing? Is there any threshold for EBIDTA margin or ROC which we will respect while taking new business in this new mid-size segment?

So, we have done capex of 70-80 crs in last 3 years. So, what is the revenue we can expect from this capex and what are the capex plans for next 2-3 years including FY24?

Sir, we have entered men's occasion wear segment recently, so how large is the segment? How are we scaling it up? Which are the set of customers we are targeting? Who are we competing with? Any new significant customer addition we have seen this year? Who are our main competitors in India and export market? We have looked at some of the companies on home furnishing side like D-Decor and GM Fabrics but they are fairly vertically integrated and they have gone into B2C side with their own source etc. but do we have any plans around the same lines and how large is our home-furnishing business for us and how do we see it shaping up in next 2-3 years?

Last 3-4 questions, Christmas craft is a very profitable but niche area. How much is the contribution from the same in the business in FY 2023 and do we see it scaling up in next 2-3 years. Another thing sir, we keep on mentioning is that design is one of the major USP of our company, however in today's world, this kind of things get replicated very fast by peers, so in that context, how do we think that we will be able to kind of defend our forte and maintain margins through our design. In our major segments, how large are some of the chinese companies to compete with them and if so, are there any undercurrents visible from customers to move the business to alternative locations like India? How do we see next couple of years shaping up for us both in terms of top line and margins? And last questions sir, we have articulated our vision last year of quadrupling the revenue, so how much additional capex do we need as somebody asked. Overall which segments do you see driving this growth? And our export domestic mix, currently which is around 60:40, do we see going to 50:50 over time as we focus on domestic business and they will require significant scale up of domestic business of 1/2 - 3 times from current level, so what do you think will drive this thing?

So, these are some of the questions and I would really appreciate if you can answer in detail. Thank you.

**NSDL Operator 1:**

Thank You so much Sir. With that, we move on to the last speaker shareholder of the day - Mr. Aman Vij. Tech support - if you can allow him to speak.

**Aman Vij - Shareholder:**

Good Afternoon Sir.

**NSDL Operator 1:**

Yes sir, we can hear you.

**Aman Vij - Shareholder:**

Sure. Sir, so I had few questions. First is on the processing house, so if you can talk about, basically what was our sales through our own processing house in FY23 and what is the current utilisation of the processing house? And if you can similarly talk about for FY24, what kind of utilisation do we expect of that processing house and when do we expect to fully utilise that processing house? If you can talk about the customers of those processing house. Are these domestic customer or international customer? If you can talk little bit we are targeting both market from our own processing house or any specific market?

My next question is on the capex side. So, we did 65 odd crs capex last year, if you can talk about what kind of asset turn we expect from this and what can be capex for this year FY24 and next year FY25? And like you talked about the weaving capacity which we expanded last year in terms of number of looms, so what is the utilisation currently and when do we expect the full utilisation of the expanded capacity of weaving?

My next question is in the annual report, it has been mentioned that almost 27% of our staff are at managerial professional roles. So, if you can talk what was this number 2-3 years back and do we see this number becoming much more since we are trying to professionalize the organisation?

My next question is on the domestic and export mix. Where do we see this for FY24 and the next 3 years? And if you can talk about the domestic market little bit more since I believe this year there has been delay in festivals, so is demand also delayed? Because in Q1 we couldn't see much growth, so if you can talk about the same. Similarly, for exports if you can talk about are we facing some challenges in terms of demand because of high inflation and all those things.

My next question on the non US market. If we are trying to I think enter middle east and other market, so if you can talk about where do we see the contribution of non US markets over the next 2-3 years and which are the growth geographies for us?

My final question is in terms of customer addition, so if you can talk about what is the customer addition, both in terms of domestic and export market and how many customers do we have for domestic and international markets and is there a concentration as in top 10 customers - domestic and international? Are they major contributors to our sale or very minor? Final request is we don't get to hear Parth also much so he can talk about his vision for the Company. Thank You.

**Sonia Gupte, Company Secretary & Compliance Officer, Orbit Exports Limited:**

Tejas, are we audible?

**NSDL Operator 2:**

Mam you can speak, you continue.

**Sonia Gupte, Company Secretary & Compliance Officer, Orbit Exports Limited:**

We are audible, right?

**NSDL Operator 2:**

Yes, mam you can continue.

**Sonia Gupte, Company Secretary & Compliance Officer, Orbit Exports Limited:**

Shareholders, I Thank you for the questions. I request Mr. Pankaj Seth and Parth Seth to reply to the queries of the shareholders.

We start with the Chairman - Mr. Pankaj Seth. Thank You

**Mr. Pankaj Seth- Chairman & Managing Director, Orbit Exports Limited:**

Hi, once again everybody. So you all seem to have a lot of questions. I have kind of made a summary of questions that everybody had and lot of things are in common.

So let me go one by one. So, I think the first question was on our competition, where does our competition lie? So you know as long as were niche and specialised my competition was in Turkey and China and Italy. Now as we are getting into mainstream fabric, obviously my competition is in India and Vietnam and obviously it becomes very very fiercely competitive feeling. So, as we get into newer products, into all year products, whether its made-ups or for apparel - what will differentiate me from everybody else is obviously timely delivery and quality. These are the two things that we are focusing on which is why we ended up setting up the process house.

A lot of question were about the process house. So let me explain you why we set up a process house. See, the dyeing and finishing in a fabric is actually the most important part, unlike I tell everybody, its an art, its not a science. Weaving is a much easier technology whereas processing and dyeing house is a way more difficult and a complicated activity. So, you know there could be same fabric dyed at 12 rupees and the same could be dyed at 50 rupees and the difference will be many times over in its selling price. So, it was very very important for us to setup a process house. Now, further more you know it takes lot of time for the process house to get stabilized. Because our focus has always been on quality, we have quality buyers and therefore even in regards our process house, we ended up buying top of the line machines and the vision

was obviously to make this one of the best process houses in India for dyeing polyester based fabrics.

Someone has also asked about the capacity utilization. So, at the moment we are at about 70% which is not bad, ok since we don't do work for others, we only process for ourselves, but this should improve by the end of the year as the quality begins to stabilize, as qualities begin to get established, we will keep moving all are processing in-house and capacity utilisation will improve further more.

Also, people asked about capex. So, the capex will obviously, going forward, happen in the process house, because this needs to stabilize, this needs to strengthen. This is going to be the heart of the Company. This is going to be driver of growth going forward.

Also, somebody asked about asset turns, so the asset turns will be way better in the process house. Because we can outsource fabric, process it and sell it across our distribution channels - internationally and in domestic markets, and of course in made-ups also.

As for specifics on geographical location, I think it is mentioned in our annual report. I am not going into it.

Revenue split, also somebody asked about revenue split. I think this annual report if you have gone through to it, it has adequate information on a lot of questions that you have asked. The domestic export breakdown is there, you know the geographical things are there, geographical break down is there.

Furthermore, in terms of capex required. In this financial year, we are only doing capex, which I would call maintenance capex. So, I think we have put up a target of Rs. 5 crs, which is going to be my maintenance capex target. For the next three years, starting from FY25, we will be needing Rs. 20 crs each year to grow the business by about 60-70 crs.

So, I would assume by FY27 we will be doing our capex of about 60-70 crs and all this capex is going to go into strengthening the dyeing house.

I think I will pass it on to Parth to address some of other issue whilst I look at the other questions that were asked.

**Parth Seth- Additional Director, Orbit Exports Limited:**

Thank you so much and thankyou everyone for your questions.

So, I am going to start by touching base in terms of what we see as a short-term outlook and then what we see as a longer term vision for the business.

So, I must say I hate to paint a grim picture, but in the short run we are definitely seeing benefits from China plus one, but I must also inform everyone that while China plus one is strong, at the same time, China has really poor capacity utilisation and hence they are dumping

goods very cheap across the market. So, we definitely see China plus one playing out of the long run but there are some concerns with that as well.

Inflation in the US, the cost of living crisis in UK and energy crisis in Europe have hampered retail as we have seen in the first half of the financial year across textile companies and all retail consumption companies. I think that the destocking has started which is why things should get slightly better now. In terms of long term vision, I think a couple of people asked questions about how our growth was from 2013 to 2020 and what has changed. So, originally we were very focused on niche products which were not very scalable. Now as we have changed our vision to go into more mass market products where margins might not be as high but we are becoming more return focused as a company, so we are focusing on better fixed asset terms, better efficiency and at the end of the day the most important thing to our communicate to our shareholders is that as a management we are focused on giving our customers better product better quality and better service. The results will be dependent on that and not the other way around. Thank you, I think thats everything from my end.

**Mr. Pankaj Seth- Chairman & Managing Director, Orbit Exports Limited:**

Someone specifically also asked about whether we ship to China. So see we are a fabric Company and if I am selling it to a large US retailer or an European retailer, they can ask us to ship the goods to China, Vietnam, Delhi, Bangladesh, Srilanka so at the end of the day, we end up shipping to wherever they ask us to ship. So, a very small portion could be in China also. Although I am seeing a shift that a lot of US and European retailers are moving their garment making facilities to Vietnam and Bangladesh. So that was as far as China question came up. Also, Turkish lira devaluing, yes is impacting our exports to Europe because Turkey to Europe becomes duty free, if I am not mistaken. Which is why they find it very advantageous to buy from Turkey as compared to buying it from China or India. Turkey has definitely emerged but in Turkey inflation rates have been very very high, which is also impacting their exports. I think one last thing which I am missing is someone mentioned we did not grow in 5 years. Obviously, there was covid that happened in 2020 and we had just installed fresh capacities in 2018 and 19. It takes two years for the plants to stabilize. Just when they were stabilizing, 2020 covid happened and it threw everything off gear. So, really speaking all the capacity expansion we had done in weaving in the previous year in 2018 and 19, those results were seen in this last year and the process house results you will see in FY24 and FY25. I think we have tried to answer most of the questions including the questions received by e-mail. In case anything is left out, you can either write to Sonia or you can forward an email, or you can speak to her and we will address rest of the questions. Thank you very much.

I thank all the directors for the active participation and their support.

**Sonia Gupte, Company Secretary & Compliance Officer, Orbit Exports Limited:**

Thank You Pankaj Sir and Parth Sir.

All the directors and the statutory auditor can now log off. I Thank you everyone for their participation. The scrutinizer shall remain in the meeting. Members who have not cast their votes through remote e-voting, can now cast their votes through e-voting process. The

scrutinizer shall immediately after the conclusion of e-voting, unblock the votes cast through remote e-voting and e-voting at the AGM. He shall make a consolidated scrutinizer's report of the total votes cast in favour or against, if any, within 2 working days of the conclusion of this AGM. The results declared along with the scrutinizer's report shall be placed on the website of the Company and NSDL and shall also be forwarded to National Stock Exchange Limited and BSE Limited. The timer of 15 minutes for enabling the e-voting will start now. Thank you.

**NSDL Operator 1:**

Thank you so much Mam. We will end the meeting from here and 15 minutes timer will be shown on the webcast page. So, we will log out the meeting from here.