

**TRANSCRIPT OF THE ANNUAL GENERAL MEETING OF UNITED BREWERIES LIMITED**  
**Held on August 01, 2024**

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Monita Bala: Hello, everyone! We welcome all our stakeholders to the 25th Annual General Meeting of United Breweries Limited through video, conferencing, or other audio-visual means without the physical presence of members at a common venue. Now this is pursuant to the circulars issued by the Ministry of Corporate Affairs and the Securities and Exchange Board of India

14

00:05:14.800 --> 00:05:27.709

Monita Bala: members may kindly note that the notice and annual report for 2,023 to 1,024 have been sent by our registrar and share transfer agent, Integrated Registry Management Service Limited

15

00:05:27.710 --> 00:05:45.149

Monita Bala: and Central Depository Service, India, Limited. In compliance with the provisions of Section 1, 0, 8 of the Companies Act read with Rule 20 of the rules thereto. Regulation, 44 of the Sebi listing obligations and disclosure requirements, regulations

16

00:05:45.150 --> 00:05:52.719

Monita Bala: 2015, and secretarial standards on general meetings issued by the Institute of Company, Secretaries of India.

17

00:05:52.780 --> 00:06:07.170

Monita Bala: The Company has provided its members the facility to exercise your vote in respect of business to be transacted at this annual general meeting by electronic voting system provided by Central Depository Service, India Limited.

18

00:06:07.320 --> 00:06:32.160

Monita Bala: Now, members were provided with the facility of remote E voting. Between Monday, July 29, th 2,024 9 Am. To Wednesday, July 31, st 2,024 5 Pm. Those members who were not able to cast their vote by way of remote E voting during the aforementioned period, can cast their vote on the resolutions. At this annual general meeting, after announcement by the chairman of the meeting.

19

00:06:32.180 --> 00:06:52.709

Monita Bala: Now I would like to guide you through the e-voting guidelines. Please pay attention. The voting guidelines to the members are as follows, you are now on the Cdsl E voting page. Kindly click on the click here, tab under the live streaming option to join the agm, and this will enable your e-voting access during the agm

20

00:06:52.970 --> 00:06:56.740

Monita Bala: click on sequence number under the Evs. An option.

21

00:06:56.870 --> 00:07:14.829

Monita Bala: a new screen will open with the resolutions you will find the resolutions displayed for which you can choose to vote by clicking on the options available. Now, you may either choose to vote on each resolution, or choose, select all option to vote for all the resolutions at once.

22

00:07:15.190 --> 00:07:30.579

Monita Bala: If you have not casted your vote by remote E voting period during the annual general meeting as provided in the notice to this agm, you may cast your vote. After the conclusion of the proceedings of this Agm. Announced by the chairman of the meeting.

23

00:07:30.830 --> 00:07:54.860

Monita Bala: In case you get disconnected from the live streaming of the agm, you may re-login using your remote E voting login credentials. If you have already voted opting the remote E voting platform. You cannot vote again. During the agm, however, you will be allowed to click the Evs in and view the voting page. Kindly note. No modifications will be allowed. Once your vote is recorded.

24

00:07:55.160 --> 00:08:03.070

Monita Bala: we will now commence this virtual annual general meeting over to Mr. Anand Kripalu to further the proceedings of this annual general meeting.

25

00:08:04.840 --> 00:08:08.260

25th UBL AGM: Thank you very much, and a very good afternoon to all of you.

26

00:08:08.580 --> 00:08:12.900

25th UBL AGM: It gives me immense pleasure to welcome you all

27

00:08:13.300 --> 00:08:17.629

25th UBL AGM: on behalf of the Board of Directors and the management team

28

00:08:17.720 --> 00:08:23.449

25th UBL AGM: to the 25th Annual General Meeting of United Breweries Limited.

29

00:08:23.810 --> 00:08:27.540

25th UBL AGM: As the minimum requisite quorum is present.

30

00:08:27.860 --> 00:08:30.279

25th UBL AGM: I call the meeting to order.

31

00:08:30.600 --> 00:08:35.730

25th UBL AGM: Let me begin by introducing my colleagues on the board of Directors.

32

00:08:35.820 --> 00:08:48.600

25th UBL AGM: Key, manager, personnel, and auditors who are attending this agm through video conferencing Mr. Vivek, Gupta, managing director and chief executive officer.

33

00:08:48.810 --> 00:08:50.830

25th UBL AGM: Mr. John Kirsten.

34

00:08:50.890 --> 00:08:53.899

25th UBL AGM: director and chief financial officer.

35

00:08:54.340 --> 00:08:59.129

25th UBL AGM: Mr. Christian Van Steenberg, non-executive director.

36

00:08:59.350 --> 00:09:04.209

25th UBL AGM: Mr. Yan Cornelius Mandolindon, non-executive director.

37

00:09:04.410 --> 00:09:06.690

25th UBL AGM: Miss Kiran Mazumdar Shaw.

38

00:09:06.810 --> 00:09:08.840

25th UBL AGM: independent director.

39

00:09:09.130 --> 00:09:14.330

25th UBL AGM: Ms. GITU GIDDWANI VARMA, independent director.

40

00:09:14.770 --> 00:09:18.830

25th UBL AGM: Mr. Manu Anand, independent director.

41

00:09:19.190 --> 00:09:23.949

25th UBL AGM: Mr. Suramanyam Soma, Sundaram Independent director.

42

00:09:24.070 --> 00:09:29.829

25th UBL AGM: Mr. Nikhil Malpani, head Company secretary and compliance officer.

43

00:09:30.120 --> 00:09:38.929

25th UBL AGM: Mr. Gurwinder Singh, and Mr. Sandeep Kukraja, representing Messrs. Deloitte Haskins and cells, statutory auditors

44

00:09:39.250 --> 00:09:46.820

25th UBL AGM: and Mr. Sm Promov secretarial auditor and scrutinizer appointed for remote E voting

45

00:09:47.660 --> 00:10:04.299

25th UBL AGM: statutory registers as required by the Companies Act 2013, and other documents referred to in the notice convening the Agm are made available online for inspection through central depository services. Limited portal.

46

00:10:04.850 --> 00:10:09.409

25th UBL AGM: In compliance with the provisions of the Companies Act 2013,

47

00:10:09.810 --> 00:10:16.360

25th UBL AGM: the semi regulations, 2015. The circulars issued by the Ministry of Corporate Affairs

48

00:10:16.410 --> 00:10:25.660

25th UBL AGM: and Security is an exchange Board of India for conduct of agm through video, conferencing, and other video or other audiovisual means.

49

00:10:25.730 --> 00:10:29.539

25th UBL AGM: This agm is being conducted through video conferencing

50

00:10:30.010 --> 00:10:37.899

25th UBL AGM: link for attending the agm through video conferencing and other audio visual means was sent to all members.

51

00:10:38.340 --> 00:10:49.119

25th UBL AGM: Since the notice convening this agm has already been circulated to all the members. I take the notice convening the Agm. As received and read.

52

00:10:49.150 --> 00:10:55.710

25th UBL AGM: There are no qualifications, observations, or comments in the auditors report.

53

00:10:55.770 --> 00:10:58.170

25th UBL AGM: or the secretarial audit report

54

00:10:58.390 --> 00:11:06.420

25th UBL AGM: on any financial transactions or matters which have any adverse effect on the functioning of the company.

55

00:11:06.430 --> 00:11:12.760

25th UBL AGM: and hence the said reports are not being directed to be read out by the Company secretary.

56

00:11:13.250 --> 00:11:20.140

25th UBL AGM: Since the resolutions proposed at this agm have already been put to vote through remote E voting by the members.

57

00:11:20.290 --> 00:11:26.289

25th UBL AGM: The resolutions need not be proposed and seconded by members. At this agm

58

00:11:26.500 --> 00:11:36.019

25th UBL AGM: the facility of E. Voting at this agm is available only to members who have not yet cast their votes by remote E voting.

59

00:11:36.710 --> 00:11:43.390

25th UBL AGM: I will now deliver the chairperson's statement for the Agm. 2024

60

00:11:44.600 --> 00:11:46.120

25th UBL AGM: dear shareholders.

61

00:11:46.590 --> 00:11:51.670

25th UBL AGM: This past year we saw several additions to our executive team.

62

00:11:52.010 --> 00:11:59.990

25th UBL AGM: and I'm happy to share that Vive Gupta has joined us as managing director and chief executive officer.

63

00:12:00.060 --> 00:12:05.380

25th UBL AGM: and Mr. Yan Kirsten. As whole time director and chief financial officer.

64

00:12:05.670 --> 00:12:13.460

25th UBL AGM: We are confident that their wisdom and experience will play a pivotal role in our growth story.

65

00:12:13.910 --> 00:12:19.989

25th UBL AGM: The Indian beer market presents an exciting opportunity for the future.

66

00:12:20.390 --> 00:12:24.699

25th UBL AGM: Not only is the industry growing faster than the global average.

67

00:12:24.760 --> 00:12:28.270

25th UBL AGM: It is fueled by several important factors.

68

00:12:28.390 --> 00:12:29.580

25th UBL AGM: Firstly.

69

00:12:29.590 --> 00:12:32.670

25th UBL AGM: it is a highly underpenetrated market.

70

00:12:32.730 --> 00:12:40.750

25th UBL AGM: constrained by historical cultural barriers to alcohol, combined with regulatory hurdles.

71

00:12:40.950 --> 00:12:44.190

25th UBL AGM: However, with a young population

72

00:12:44.470 --> 00:12:46.270

25th UBL AGM: attitudinal shifts.

73

00:12:46.710 --> 00:12:48.480

25th UBL AGM: favorable climate.

74

00:12:48.590 --> 00:12:53.419

25th UBL AGM: increasing Gdp and corresponding enhanced disposable income.

75

00:12:53.520 --> 00:12:59.000

25th UBL AGM: The category is set to significantly strengthen in the years to come.

76

00:12:59.400 --> 00:13:03.939

25th UBL AGM: There are many other movements that are playing in favor of our industry.

77

00:13:04.420 --> 00:13:09.930

25th UBL AGM: rapid urbanization, substantial population entering the legal drinking age.

78

00:13:10.140 --> 00:13:13.679

25th UBL AGM: enhanced domestic and international tourism.

79

00:13:14.190 --> 00:13:28.400

25th UBL AGM: explosion of celebratory occasions, combined with increasing cases of online sale and home delivery. In fact, the consumption of alcoholic beverages is becoming more acceptable to consumers

80

00:13:28.560 --> 00:13:31.830

25th UBL AGM: who are developing an appetite for beer

81

00:13:32.220 --> 00:13:37.089

25th UBL AGM: which is emerging as a social beverage in metros and tier. 2 cities.

82

00:13:37.230 --> 00:13:42.750

25th UBL AGM: in fact, beer is gradually becoming a perfect after work, companion

83

00:13:42.770 --> 00:13:44.339

25th UBL AGM: for corporate India.

84

00:13:45.120 --> 00:13:50.650

25th UBL AGM: further signs of liberalization in retail and distribution augers. Well.

85

00:13:51.140 --> 00:13:56.849

25th UBL AGM: the recently concluded general elections brought the ruling party back to power.

86

00:13:57.250 --> 00:14:03.559

25th UBL AGM: We should therefore see continuity in economic policies and reforms

87

00:14:04.180 --> 00:14:07.980

25th UBL AGM: as States aim to bolster their excise revenues.

88

00:14:08.200 --> 00:14:17.159

25th UBL AGM: Governments should proactively consider allowing more points of purchase and points of consumption through online and home delivery.

89

00:14:17.620 --> 00:14:23.140

25th UBL AGM: Equally simplification of the regulatory environment could liberate the industry

90

00:14:23.250 --> 00:14:26.359

25th UBL AGM: while enhancing revenues for the States.

91

00:14:27.190 --> 00:14:33.079

25th UBL AGM: all in all the outlook for the beer industry looks bright and full of potential.

92

00:14:33.330 --> 00:14:45.920

25th UBL AGM: Consequently there is a very exciting opportunity for Ubl to not only participate in this evolving market, but importantly, to also shape its future.

93

00:14:46.490 --> 00:14:53.529

25th UBL AGM: In recent times there has been a barrage of new brands in segments like craft and premium beers.

94

00:14:53.860 --> 00:14:57.720

25th UBL AGM: Your company is well poised to compete.

95

00:14:58.010 --> 00:15:00.700

25th UBL AGM: armed with its market leading brands.

96

00:15:00.830 --> 00:15:02.520

25th UBL AGM: innovative offerings.

97

00:15:02.530 --> 00:15:05.310

25th UBL AGM: product, quality and distribution network.



98

00:15:05.540 --> 00:15:10.309

25th UBL AGM: backed by the might of Heineken and its international brand portfolio.

99

00:15:10.360 --> 00:15:17.009

25th UBL AGM: Ubl is very well positioned to not just participate, but also to win.

100

00:15:17.400 --> 00:15:22.799

25th UBL AGM: In fact, your company is focused on driving growth in the premium segment.

101

00:15:22.840 --> 00:15:32.980

25th UBL AGM: New products, like Heineken silver, were launched in key markets, for example, in Maharashtra and Goa, and have been well received by discerning consumers.

102

00:15:33.410 --> 00:15:41.850

25th UBL AGM: We launched Kingfisher ultra Max draft in Bangalore recently, and are now planning to launch it in other key markets.

103

00:15:42.250 --> 00:15:48.760

25th UBL AGM: A variety of tax and levies are imposed on beer during and after production.

104

00:15:48.820 --> 00:15:52.699

25th UBL AGM: transportation, and sale by each State.

105

00:15:53.100 --> 00:16:01.660

25th UBL AGM: pricing regulations as well as additional taxes on interstate movement of beer, continues to pose a challenge to the industry.

106

00:16:02.100 --> 00:16:15.089

25th UBL AGM: government intervention and distribution, ever increasing taxation, increased cost of raw materials and government restrictions applied on advertising also pose impediments

107

00:16:15.220 --> 00:16:17.120

25th UBL AGM: to our industry's growth.

108

00:16:17.320 --> 00:16:23.250

25th UBL AGM: the threat of prohibitive actions which stems from constant changes in the political agenda.

109

00:16:23.550 --> 00:16:26.359

25th UBL AGM: also remains a possibility.

110

00:16:26.590 --> 00:16:32.550

25th UBL AGM: However, your company is actively engaged with various corporations

111

00:16:32.720 --> 00:16:43.700

25th UBL AGM: and excise departments in a proactive manner to mitigate the impact of adverse policy decisions so as to ensure a favorable business climate

112

00:16:44.320 --> 00:17:01.030

25th UBL AGM: changes in availability, quality, or price of raw and packaging materials, commodities, transportation, or monopolistic supply situations may result in shortage of those resources or result in increased costs.

113

00:17:01.650 --> 00:17:06.210

25th UBL AGM: Barley is a key ingredient which is subject to market forces.

114

00:17:06.710 --> 00:17:10.859

25th UBL AGM: Your company is exploring the option of collaborative farming.

115

00:17:11.480 --> 00:17:15.110

25th UBL AGM: New glass availability is constrained in India.

116

00:17:15.240 --> 00:17:25.470

25th UBL AGM: Here again, your company is in discussions with incumbent and alternate suppliers to address the long-term supply risk of bottles.

117

00:17:26.150 --> 00:17:34.850

25th UBL AGM: The effects of social and economic uncertainties in the market often make it difficult to predict demand cycles

118

00:17:35.280 --> 00:17:37.200

25th UBL AGM: to overcome these challenges.

119

00:17:37.230 --> 00:17:46.749

25th UBL AGM: Ubl remains cost conscious at all levels of operations and works with a high degree of agility and efficiency.

120

00:17:46.880 --> 00:17:53.819

25th UBL AGM: We continue to invest and expand the brand portfolio while continuing to be cost efficient.

121

00:17:54.070 --> 00:18:07.799

25th UBL AGM: We also continuously upgrade and adopt modern technologies and solutions to be able to respond with agility to market demands without losing focus on cost and quality.

122

00:18:07.890 --> 00:18:12.349

25th UBL AGM: The labour market in India is becoming more competitive.

123

00:18:12.360 --> 00:18:21.270

25th UBL AGM: There is a risk of business disruption due to the industrial relations, environment with the unions, labor authorities and contract vendors.

124

00:18:21.430 --> 00:18:28.210

25th UBL AGM: The company is developing a detailed ir strategy to address labor. Related concerns.

125

00:18:28.400 --> 00:18:35.129

25th UBL AGM: Further, various initiatives have been taken to be able to continue to attract the right talent.

126

00:18:35.360 --> 00:18:41.329

25th UBL AGM: build a diverse and inclusive culture while building an engaging workplace.

127

00:18:41.890 --> 00:18:49.619

25th UBL AGM: Sustainability is an important priority, not just for the company, but for the planet at large.

128

00:18:50.050 --> 00:18:52.230

25th UBL AGM: Non-availability of water

129

00:18:52.340 --> 00:18:59.440

25th UBL AGM: rationing of its supply and restrictions on withdrawal of groundwater also poses a major threat.

130

00:18:59.760 --> 00:19:06.660

25th UBL AGM: Your company has built infrastructure which helps in reduction of water consumption. At our breweries

131

00:19:06.990 --> 00:19:13.829

25th UBL AGM: we have proactively managed sustainability under our 3 R. Policy to reduce.

132

00:19:13.880 --> 00:19:23.460

25th UBL AGM: recycle, and reuse as well as explore opportunities for water conservation through rainwater harvesting.

133

00:19:23.870 --> 00:19:31.710

25th UBL AGM: Our objective is to achieve ideally a positive or at least a neutral water balance.

134

00:19:32.070 --> 00:19:41.239

25th UBL AGM: The company's focus on sustainability is poised to increase multifold, which will help in addressing Esg. Concerns.

135

00:19:41.520 --> 00:19:57.810

25th UBL AGM: Adoption of the Heineken evergreen strategy will enable us to meet short term challenges and will ensure the long term sustainability of our business so as to create lasting value for all stakeholders.

136

00:19:58.290 --> 00:20:06.720

25th UBL AGM: The company also focuses on, secure it operations while addressing the ever increasing risks of cyber security.

137

00:20:07.050 --> 00:20:12.869

25th UBL AGM: This includes risks from it, lapses malware and ransomware attacks.

138

00:20:13.040 --> 00:20:20.360

25th UBL AGM: disruptions in key enterprise processes and hacking which could lead to disruption in business operations

139

00:20:20.410 --> 00:20:24.289

25th UBL AGM: and the loss or leakage of confidential data.

140

00:20:24.460 --> 00:20:37.950

25th UBL AGM: We now have a focused approach towards it, and have adopted best in class technology solutions to become the best connected brewer with a focus on adoption.

141

00:20:38.600 --> 00:20:48.860

25th UBL AGM: We are committed to doing business the right way, and we are actively helping shape perceptions for the sector. With a strong compliance focus.

142

00:20:49.050 --> 00:20:53.470

25th UBL AGM: we will continue to progress on our journey towards sustainable performance.

143

00:20:53.890 --> 00:20:56.649

25th UBL AGM: When there are challenges along the road.

144

00:20:56.940 --> 00:20:58.730

25th UBL AGM: I envision a part

145

00:20:58.870 --> 00:21:01.279

25th UBL AGM: filled with opportunities for growth.

146

00:21:01.560 --> 00:21:06.430

25th UBL AGM: innovation, and a positive impact for all stakeholders.

147

00:21:06.760 --> 00:21:11.189

25th UBL AGM: With determination, vision, and a collective effort.

148

00:21:11.410 --> 00:21:21.120

25th UBL AGM: We strive to shape a brighter and inclusive future by brewing a better world for our people and our communities.

149

00:21:21.430 --> 00:21:22.160

25th UBL AGM: This

150

00:21:23.720 --> 00:21:28.630

25th UBL AGM: on a separate note and on behalf of the entire board of directors

151

00:21:28.750 --> 00:21:30.210

25th UBL AGM: and the company.

152

00:21:30.380 --> 00:21:39.600

25th UBL AGM: I want to mention that Miss Kiran Mazandar Shah, who has served on the board of the company since the 26th of October.

153

00:21:39.650 --> 00:21:43.219

25th UBL AGM: 2,009, as an independent director

154

00:21:43.240 --> 00:21:48.069

25th UBL AGM: has conveyed her decision to step down from the Board of Ubl

155

00:21:48.160 --> 00:21:52.299

25th UBL AGM: with effect. From the conclusion of this, Egm.

156

00:21:52.730 --> 00:22:07.590

25th UBL AGM: Also Mr. Christian Van Steenberg, a Heineken nominee director, who has served on the board of the Company since November 8, th 2,017 as non executive, non-independent director of the Company.

157

00:22:07.640 --> 00:22:16.909

25th UBL AGM: has conveyed his decision to also step down from the Board of Upl with effect on the conclusion of this agm

158

00:22:17.500 --> 00:22:35.870

25th UBL AGM: on behalf of the Board. I want to extend my deepest gratitude to Miss Kirin Maldendar Shaw, and to Mr. Christian Van Steenberg for their invaluable contributions and dedicated service over the past 15 and 7 years respectively

159

00:22:35.990 --> 00:22:44.219

25th UBL AGM: their leadership and commitment have played a pivotal role in the growth and success of Ubl.

160

00:22:44.600 --> 00:22:46.700

25th UBL AGM: Their strategic insights.

161

00:22:46.810 --> 00:22:57.800

25th UBL AGM: Unwavering professionalism and collaborative spirit have been greatly appreciated by all the Board members who have had the pleasure of working with them

162

00:22:58.170 --> 00:22:59.899

25th UBL AGM: during their tenure

163

00:23:00.100 --> 00:23:02.000

25th UBL AGM: both Michelle

164

00:23:02.080 --> 00:23:11.679

25th UBL AGM: and Mr. Steinberg, and have helped navigate numerous challenges and have been instrumental in achieving several key milestones.

165

00:23:11.890 --> 00:23:22.989

25th UBL AGM: Their efforts have left a lasting impact, and their legacy will continue to inspire all of us at the board and in the company as we move forward.

166

00:23:23.390 --> 00:23:28.840

25th UBL AGM: I wish both Michelle and Mr. Zinbergen the very best

167

00:23:29.230 --> 00:23:34.150

25th UBL AGM: in their future endeavors, and hope that they continue to achieve success

168

00:23:34.240 --> 00:23:36.750

25th UBL AGM: in all their pursuits.

169

00:23:37.140 --> 00:23:38.220

25th UBL AGM: So

170

00:23:38.310 --> 00:23:42.299

25th UBL AGM: on behalf of all of you, our shareholders and stakeholders.

171

00:23:42.360 --> 00:23:51.770

25th UBL AGM: I'd like to hand over a bouquet as a small token of appreciation for the enormous service that Michelle has rendered to the company.

172

00:24:00.590 --> 00:24:03.190

25th UBL AGM: if I may now request Mishaw to just

173

00:24:03.200 --> 00:24:07.890

25th UBL AGM: share a few words and thoughts about her experience at Ubl.

174

00:24:08.580 --> 00:24:12.590

25th UBL AGM: Thank you, Mr. Chairman, and dear shareholders

175

00:24:12.940 --> 00:24:19.640

25th UBL AGM: for me, serving on the Board of United Breweries has been a privilege and a pleasure.

176

00:24:20.080 --> 00:24:22.990

25th UBL AGM: and as a qualified brewmaster.

177

00:24:23.030 --> 00:24:27.890

25th UBL AGM: This has meant even more to me than many other boards that I serve on.

178

00:24:28.680 --> 00:24:34.969

25th UBL AGM: I have watched the growth of your company with great admiration.

179

00:24:35.180 --> 00:24:39.949

25th UBL AGM: I think we have achieved a lot over the years that I have served on the board.

180

00:24:40.040 --> 00:25:03.369

25th UBL AGM: We have seen the industry grow by leaps and bounds. We have seen how we have continued to dominate the brewing industry in India through very innovative marketing, brand positioning. And I'm very you know, impressed by the kind of brands that we have come out with, including the latest Queen Fisher.

181

00:25:03.390 --> 00:25:10.880

25th UBL AGM: which to me heralds the inclusion of women in terms of the peer market.

182

00:25:11.861 --> 00:25:23.240

25th UBL AGM: You've just heard a very good presentation from the chairman about what the future holds. I do believe that United Breweries has a great future

183

00:25:23.460 --> 00:25:25.199

25th UBL AGM: ahead. I think

184

00:25:26.190 --> 00:25:30.050

25th UBL AGM: beer is certainly the preferred drink of the youth.

185

00:25:30.380 --> 00:25:37.990

25th UBL AGM: I think, the market is expanding exponentially, I think what is very important is that



186

00:25:38.430 --> 00:26:00.120

25th UBL AGM: you know our brands, whether it's Kingfisher or Heineken are very responsible brands, and I think we want to ensure that beer is a drink that is portrayed as a very safe and responsible drink. That is also backed by very responsible brands. That's what I think. It's all about.

187

00:26:00.260 --> 00:26:20.290

25th UBL AGM: As far as my board members are concerned. I can tell you that it's been a pleasure engaging with my board members. My fellow board members have been very congenial, very collaborative, and I really enjoyed my time at the the Board of United Breweries. I would like to thank my board colleagues, for

188

00:26:20.300 --> 00:26:37.569

25th UBL AGM: you know their their friendship and their collaborative spirit. I think we brought this company onto a very good position. I think the new management is also, extremely impressive, and I know that they're all very, very focused on

189

00:26:38.373 --> 00:26:43.809

25th UBL AGM: robust. And you know, resilient growth going forward.

190

00:26:43.860 --> 00:26:56.310

25th UBL AGM: I wish everyone all success, and I think this is a company that has led from the very start, and will continue to lead in the future. Thank you very much. Thank you.

191

00:26:57.110 --> 00:27:11.419

25th UBL AGM: Thank you very much. And, I'm going to send Mr. Steenberg a virtual bouquet. So Mr. Steinbergan over to you to again share a few of your reflections about your experience at Ub.

192

00:27:13.170 --> 00:27:19.740

Mr. Christiaan A J Van Steenbergen: Thank you, Mister Chairman, for 1st of all, your very kind words, very much appreciated.

193

00:27:19.900 --> 00:27:22.889

Mr. Christiaan A J Van Steenbergen: and good afternoon to everybody.

194

00:27:23.558 --> 00:27:27.720

Mr. Christiaan A J Van Steenbergen: I have to say, like like Keirana has just said.

195

00:27:28.260 --> 00:27:35.649

Mr. Christiaan A J Van Steenbergen: it's been a real privilege an honor and a pleasure to serve for 7 years

196

00:27:35.680 --> 00:27:37.979

Mr. Christiaan A J Van Steenbergen: on the Board of united breweries.

197

00:27:38.160 --> 00:27:41.679

Mr. Christiaan A J Van Steenbergen: and as one of the representatives of Heineken over the years.

198

00:27:42.020 --> 00:27:47.340

Mr. Christiaan A J Van Steenbergen: I can assure you that reass Heineken strongly believe in India.

199

00:27:47.850 --> 00:27:51.659

Mr. Christiaan A J Van Steenbergen: We strongly believe in the potential of the Indian beer market.

200

00:27:51.670 --> 00:27:54.670

Mr. Christiaan A J Van Steenbergen: and we strongly believe in Ubl

201

00:27:55.160 --> 00:27:57.790

Mr. Christiaan A J Van Steenbergen: as a company that can

202

00:27:58.565 --> 00:27:58.980

Mr. Christiaan A J Van Steenbergen: shoot

203

00:27:59.150 --> 00:28:02.119

Mr. Christiaan A J Van Steenbergen: and will lead as a market leader.

204

00:28:02.460 --> 00:28:06.050

Mr. Christiaan A J Van Steenbergen: That's what we're doing, and I'm sure we will continue to do that.

205

00:28:06.430 --> 00:28:10.750

Mr. Christiaan A J Van Steenbergen: It is true that Ubl has changed a lot over the last years.

206

00:28:10.830 --> 00:28:13.520

Mr. Christiaan A J Van Steenbergen: and frankly, that is all for the good.

207

00:28:14.440 --> 00:28:18.680

Mr. Christiaan A J Van Steenbergen: and I also think that it has been really great for me to be able

208

00:28:18.790 --> 00:28:23.150

Mr. Christiaan A J Van Steenbergen: to play my role as a director and as a support in that change journey.

209

00:28:23.640 --> 00:28:27.329

Mr. Christiaan A J Van Steenbergen: All companies need to change. All companies need to evolve

210

00:28:27.470 --> 00:28:29.580

Mr. Christiaan A J Van Steenbergen: to continue to be successful.

211

00:28:29.880 --> 00:28:32.970

Mr. Christiaan A J Van Steenbergen: and I'm convinced that Ubl will do so

212

00:28:33.040 --> 00:28:36.130

Mr. Christiaan A J Van Steenbergen: under a strong management and a strong board.

213

00:28:36.740 --> 00:28:39.259

Mr. Christiaan A J Van Steenbergen: And frankly, that is why I feel

214

00:28:39.420 --> 00:28:48.020

Mr. Christiaan A J Van Steenbergen: good at this point in time about stepping down from the Ubl board, because I really think we have that

215

00:28:48.480 --> 00:28:56.960

Mr. Christiaan A J Van Steenbergen: there is a really good management. There is a strong connected board, there is a good strategy, and there is a strong performance.

216

00:28:57.400 --> 00:29:00.000

Mr. Christiaan A J Van Steenbergen: and I would also like to say.

217

00:29:00.400 --> 00:29:03.580

Mr. Christiaan A J Van Steenbergen: Thank you, really thank you for the confidence.

218

00:29:03.700 --> 00:29:05.969

Mr. Christiaan A J Van Steenbergen: and to my board directors.

219

00:29:06.240 --> 00:29:08.200

Mr. Christiaan A J Van Steenbergen: my fellow board members.

220

00:29:08.300 --> 00:29:09.820

Mr. Christiaan A J Van Steenbergen: Thank you for

221

00:29:09.840 --> 00:29:12.409

Mr. Christiaan A J Van Steenbergen: really a fantastic collaboration

222

00:29:12.460 --> 00:29:15.659

Mr. Christiaan A J Van Steenbergen: and fantastic companionship over the years

223

00:29:16.130 --> 00:29:25.920

Mr. Christiaan A J Van Steenbergen: I have to say I will miss you, but I wish Ubl and all of you all the best for the future cheers and thank you.

224

00:29:27.290 --> 00:29:29.680

25th UBL AGM: Thank you. Christine Briggs.

225

00:29:30.040 --> 00:29:39.799

25th UBL AGM: Michelle and I will just echo the sentiments, and say, I think we will miss you both very, very much on this board as well.

226

00:29:40.090 --> 00:29:43.540

25th UBL AGM: So finally, on behalf of the Board of Directors.

227

00:29:43.630 --> 00:29:49.849

25th UBL AGM: I would like to conclude by thanking all our stakeholders in the government.

228

00:29:50.070 --> 00:29:53.090

25th UBL AGM: both at the State and Central level.

229

00:29:53.520 --> 00:29:55.060

25th UBL AGM: our investors.

230

00:29:55.590 --> 00:29:56.980  
25th UBL AGM: our colleagues.

231

00:29:57.090 --> 00:29:58.719  
25th UBL AGM: the leadership team.

232

00:29:58.760 --> 00:30:01.590  
25th UBL AGM: and every member of Ubl

233

00:30:01.640 --> 00:30:04.560  
25th UBL AGM: for their hard work and commitment.

234

00:30:04.850 --> 00:30:08.850  
25th UBL AGM: and for delivering another very good year.

235

00:30:09.150 --> 00:30:10.139  
25th UBL AGM: Thank you.

236

00:30:12.190 --> 00:30:35.350  
Monita Bala: Thank you. Chairperson, Mister Anan Kripulu, ladies and gentlemen, we now open the flow for our speaker shareholders to express to us their views, and put forth their questions and queries. Now we have allocated each speaker with a limited time of 3 min for the same, requesting you to kindly be respectful with the time. Let's bring our 1st speaker shareholder on board. Can we have Bimal Kumar Agarwal?

237

00:30:36.400 --> 00:30:42.159  
Monita Bala: If I could kindly request you to unmute yourself, and then proceed with your questions, queries, and remarks.

238

00:30:51.310 --> 00:30:52.040  
BIMAL KUMAR AGARWAL: Hello!

239

00:30:53.040 --> 00:30:55.029  
Monita Bala: Hello, Mr. Bimil! Very able to hear you.

240

00:30:55.360 --> 00:30:55.690  
BIMAL KUMAR AGARWAL: And.

241

00:31:03.760 --> 00:31:06.379  
Monita Bala: We'll allow Mr. Bimar a quick moment.

242

00:31:06.980 --> 00:31:09.799

Monita Bala: Mr. Bimel, if I could kindly request you to kindly unmute yourself.

243

00:31:10.196 --> 00:31:10.990

BIMAL KUMAR AGARWAL: I need.

244

00:31:25.200 --> 00:31:28.870

Monita Bala: Mr. Mevall, you'll only have to press the unmute button just once.

245

00:31:30.390 --> 00:31:30.870

BIMAL KUMAR AGARWAL: Want to.

246

00:31:33.210 --> 00:31:34.699

BIMAL KUMAR AGARWAL: not unmuting.

247

00:31:34.960 --> 00:31:36.950

Monita Bala: Yes, sir, we can hear you now.

248

00:31:37.500 --> 00:31:39.940

Monita Bala: Could you hold down on the unmute button? Please.

249

00:31:40.180 --> 00:31:41.270

BIMAL KUMAR AGARWAL: Yes, I'm doing that.

250

00:31:51.540 --> 00:31:57.199

Monita Bala: We'll allocate Mr. Bimmel another moment to quickly see if we could get through with that, Mr. Bimmel. Could you kindly speak.

251

00:31:59.205 --> 00:31:59.710

BIMAL KUMAR AGARWAL: Unmute.

252

00:32:02.630 --> 00:32:11.270

Monita Bala: So I would think my team is trying to unmute you out here, and I think it's going on to be you d muted. Can I request my team out here to kindly unmute Mr. Bimal.

253

00:32:11.890 --> 00:32:13.170

BIMAL KUMAR AGARWAL: And not unmuting.

254

00:32:16.990 --> 00:32:29.229

Monita Bala: So if it's alright with you, we'll circle back to you while we proceed to the next speaker shareholder. While we figure out the technical glitch that you're facing with you. If you could have Winod Agarwall from Mumbai, kindly join us, please.

255

00:32:31.810 --> 00:32:33.380

Vinod Agarwal: It may. Can you hear me?

256

00:32:33.380 --> 00:32:35.769

Monita Bala: Yes, Mr. Vinod, loud and clear, kindly proceed.

257

00:32:36.040 --> 00:33:00.929

Vinod Agarwal: The chairman, Mr. Anand Kripalu, Md. Vivek, Gupta. I welcome you, sir, and I did. Director and CFO. Finance, Mr. Yon Kirsten. I also welcome you, sir, and A. Cs. Nikhil Malpani. Good afternoon, and regards to everyone, sir. So I voted for all the fire rescues not to be adopted in today's agm. Sir, the performance of the company has been very, very good, Sir Abna A. 18,372 corrosion revenue, and a pack of

258

00:33:00.930 --> 00:33:25.869

Vinod Agarwal: for 9 coro, which was about 30 per person, plus over the 33% over the last year's revenue, which is very good performance, and the dividend that you have, given, and is, if ₹10 on an Eps of ₹15 which works out to about 65% with an excellent performance of the companies that and the new brand that you have launched in the Heineken

259

00:33:25.870 --> 00:33:36.569

Vinod Agarwal: Queen's Queen Fisher, and we have tested all your brands except for the Queen Fisher, which was recently launched, and we've been accustomed to all your brands, and

260

00:33:36.880 --> 00:33:50.629

Vinod Agarwal: and they are all very good brandic and London business. King Fisher, and all are good, Sir man, I hope they will keep on doing good, and you have employed 78% energy through renewal energies. And then.

261

00:33:50.880 --> 00:34:12.199

Vinod Agarwal: and women from 36% of your executive, Carter. All very good, sir. I was helped in joining this meeting by Cs. In Nickel Malpani, and Mr. And his colleague is Santos Rajput, who are always very kindful to solve our queries whenever we have them, and when we contact them they always help us join our

262

00:34:12.730 --> 00:34:35.590

Vinod Agarwal: and the queries, sir, and a marketing initiative this year. No filter friendships in the association with A/C. Goa. All are very good, so they'll give good returns in the near future also, and in the long term also. So I am signing off, you know, Zagaral wishing the company all the best for its future endeavors, signing up, you know Zagal, from Mumbai. Thank you for giving me time to speak.

263

00:34:37.030 --> 00:34:51.030

Monita Bala: Thank you so much, Mister Vinod, a good wall for sharing with us your thoughts and putting forth your views. We truly appreciate that we now welcome our speaker, shareholder, Prakashani Shanoi, from Mangalore? Do we have prakashi? Kindly join us?

264

00:34:51.449 --> 00:34:54.679

Monita Bala: Hi, Prakashi! Can I kindly request you to unmute yourself.

265

00:35:00.340 --> 00:35:01.140

Prakashini Shenoy: Hello!

266

00:35:01.550 --> 00:35:04.139

Monita Bala: Hi, Miss Prakashini, we can hear you kindly proceed.

267

00:35:05.010 --> 00:35:05.830

Prakashini Shenoy: Audible.

268

00:35:05.830 --> 00:35:07.230

Monita Bala: Yes, you are audible, ma'am.

269

00:35:07.230 --> 00:35:10.810

Prakashini Shenoy: I'm Prakashani Ganicha, Chanal from Bangalore.

270

00:35:10.820 --> 00:35:21.669

Prakashini Shenoy: respected honorable chairman, other dignitaries from the Board, and my fellow shareholders. Good afternoon to all of you. I received the aid. 1st of all, I want to welcome Mister Nikhil.

271

00:35:21.870 --> 00:35:25.719

Prakashini Shenoy: who whom I know from the earlier companies.

272

00:35:25.890 --> 00:35:34.729

Prakashini Shenoy: He's hardworking, since here, and most of all shareholder, friendly, I welcome, and he will be an asset to the company



273

00:35:34.940 --> 00:35:39.830

Prakashini Shenoy: at the same time. Even Santosh Santosh is also no less than him.

274

00:35:40.490 --> 00:35:51.169

Prakashini Shenoy: I received the annual report well in time, which is colorful, informative, transparent, and contains all the information. As for the corporate governance, I thank Mr. Nikhil

275

00:35:51.190 --> 00:36:05.300

Prakashini Shenoy: and Santos for the same, I should not forget to thank them once again just now Mister Santos phoned me and reminded me of today's meeting, and asked me whether I got the link or otherwise. Thank you, Mister Santos, for the same, without which I will be in a position to speak.

276

00:36:05.320 --> 00:36:11.180

Prakashini Shenoy: The chairman has given a beautiful picture regarding the company, and it's working in all parameters.

277

00:36:11.490 --> 00:36:15.630

Prakashini Shenoy: I'm glad to note that the company has done robust performance in finance.

278

00:36:15.840 --> 00:36:16.820

Prakashini Shenoy: profit.

279

00:36:17.380 --> 00:36:31.080

Prakashini Shenoy: and profit increased by 27.4% year on year. Revenue increase by 21.3% year on year profit incurred by 113.7%. As per the recent result.

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00:36:31.660 --> 00:36:33.940

Prakashini Shenoy: So congratulations for the same.

281

00:36:34.070 --> 00:36:41.129

Prakashini Shenoy: So I have few questions. My 1st question is, what is the roadmap for next 2 years, and Capex for the same.

282

00:36:41.370 --> 00:36:42.950

Prakashini Shenoy: My next question is

283

00:36:44.520 --> 00:37:01.959

Prakashini Shenoy: with the rising price of crude oil and raw material, what impact it could have on our profitability? My next question is, what is our strategy on achieving year on year growth in the market penetration. My next question is, what is the future plan of our company?

284

00:37:02.350 --> 00:37:14.359

Prakashini Shenoy: My last question is, how do we adopt digital technology to increase productivity? My last question is, is there any new product further in our market tip? If yes, please name

285

00:37:15.080 --> 00:37:24.860

Prakashini Shenoy: chairman, sir. Last, but not the least. My honest request to you is, please continue with VC, so that people all over will have an opportunity to express a youth.

286

00:37:25.100 --> 00:37:30.670

Prakashini Shenoy: for instance, myself I'm from. I am from Bombay, and I've just come to Mangalore.

287

00:37:31.410 --> 00:37:35.469

Prakashini Shenoy: so it is my privilege to speak. Since you have conducted V.

288

00:37:36.070 --> 00:37:42.589

Prakashini Shenoy: I wish the company good luck for a bright future, and pray God that the profit of the company shall reach the peak in due course.

289

00:37:42.830 --> 00:37:49.859

Prakashini Shenoy: so I strongly and wholeheartedly support all the resistance put forth in today's meeting. Thank you, Tim and Sir.

290

00:37:51.690 --> 00:38:12.870

Monita Bala: Thank you so much, Miss Shenoy, for your views and your questions. Kindly make note that our chairman and our company team will be making note of the questions put forth by the speaker shareholders, and we will be addressing this questions eventually, during the progress of our agm next up, I would like to invite Mr. Rajesh Khanani from Mumbai to kindly put forth his questions, queries, and views. Mr. Rajesh, could I kindly request.

291

00:38:12.870 --> 00:38:14.320

Rajesh Chainani: Hello! Everyone.

292

00:38:14.320 --> 00:38:15.989

Monita Bala: Yes, sir, you're audible. Kindly proceed.

293

00:38:16.460 --> 00:38:22.339

Rajesh Chainani: We are respected. Chairman, Mr. Anan Kripaluji, Mdco. Mr. Vivek Gupta.

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00:38:22.710 --> 00:38:30.640

Rajesh Chainani: and a very highly distinguished eminent board of directors, my fellow shareholders. I am Rajesh Shenani. I'm speaking from Aleppo Mumbai.

295

00:38:30.830 --> 00:38:38.560

Rajesh Chainani: 1st of all, thank to my company secretary, Mr. Nikhil Malpani, for sending me the physical copy of Annual report. Very well on time.

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00:38:38.750 --> 00:38:56.119

Rajesh Chainani: I received the call from the Secretary Department from Santo Rajput, also for joining the meeting. Such a beautiful 318 pages. Annual report has been made with all the beautiful pictures of Heineken, Lensman, prisoner, and whatnot. You know a very tempting pictures, really.

297

00:38:56.550 --> 00:39:15.129

Rajesh Chainani: and very good performance of the company from the low of 1492. The Stock Exchange has the high of 282, and today also is 2,000 plus on a face value of one. It's really a great performance. Thank you for the dividend of ₹10, which was last year 7.5. So you are rewarding the shareholders, you know, as the company is growing.

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00:39:15.410 --> 00:39:22.899

Rajesh Chainani: you're taking very good care of the company, and that's what Mr. Vijayama also used to do. So continue with that same trend, you know.

299

00:39:23.939 --> 00:39:48.199

Rajesh Chainani: On page number 12 I have a there is an ad of Harun and Rashmir. It's a beautiful ad, but I have a small suggestion, sir. Why not this time? You know. You can just sign up as the additional Bobby theorem. Also, you know, because after animal movie. You know, he has been the very much a heartthrob and a very good marketing for the North India, and plus he's a 50 plus actor. So it just shows, you know, like, after having a kingfish of soda and water.

300

00:39:48.250 --> 00:39:51.420

Rajesh Chainani: the whatever the way you make, that

301

00:39:51.590 --> 00:40:01.619

Rajesh Chainani: still the person is energetic at 50 plus also. So you can just get him on the Kinkiser Board. That's my personal view. But your department knows much better than me.

302

00:40:01.960 --> 00:40:05.940

Rajesh Chainani: and I just want to know. The London prisoner has been

303

00:40:06.290 --> 00:40:21.349

Rajesh Chainani: launching Kannada, so what would be the revenue from the launching in the Kannada State? Because London prisoner has been a very, very old brand man. When I was a child like 1617 years I must have started London prisoner, and there was the other brand was London diet.

304

00:40:21.360 --> 00:40:27.050

Rajesh Chainani: So if I'm not correct, if the London ad also can be launched, you know, if it's a group company.

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00:40:27.210 --> 00:40:47.529

Rajesh Chainani: and I'm very happy. A very beautiful Queen's fisher has been launched. A beautiful marketing I just saw on the page number 14. The annual report is in front of me. All the beautiful ladies, the Queen Fisher, and some Ananti, when you were sitting with Madame Majuma shop. The end was the Queen's fisher, so she is also one of the Queen

306

00:40:47.530 --> 00:41:05.750

Rajesh Chainani: and my moderator. Here is also Queen Monit, so really a very good way of promoting and promote the brand in a big way, you know, because now the ladies are going to rock. The girls are going to rock. Even the medals are coming from the girls, so keep on promoting the brand in a strong way.

307

00:41:05.920 --> 00:41:09.599

Rajesh Chainani: and about the man mango rush. Lodging under a car

308

00:41:09.950 --> 00:41:18.350

Rajesh Chainani: is now in Kannada. So if I'm not mistaken whether it has been launched in Maastrich, because in Mumbai I haven't seen it. So you can throw the light for that, my rush

309

00:41:18.530 --> 00:41:22.889

Rajesh Chainani: and the King and page number 13.

310

00:41:22.930 --> 00:41:34.950

Rajesh Chainani: That's a very good, no filter friendship. That's really a very good ad. A genuine friendship Ad. Which is printed on it on page number 13 is really nice. No filter friendship.

311

00:41:35.740 --> 00:41:42.999

Rajesh Chainani: and not least, I would just say, this is one of the industry which is contributing so much taxes to the Government.

312

00:41:43.040 --> 00:41:48.220

Rajesh Chainani: and we have always made the escape board. Whether the cigarette companies or the liquor companies.

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00:41:48.290 --> 00:42:02.660

Rajesh Chainani: we have to face all the Central excise problems, the police problems and all. But you know what happened in Bombay, in Mumbai when I was there, Mr. Vijay Malias. He was a chairman of one of the companies, and I told him about the liquor thing.

314

00:42:03.570 --> 00:42:05.509

Rajesh Chainani: Then, Mister Khashogen.

315

00:42:05.710 --> 00:42:13.069

Rajesh Chainani: he survived. He lived 98 years, and there was the Yoga Guru who expired at the age of 95. So Mr. Vijayama told me.

316

00:42:13.100 --> 00:42:24.409

Rajesh Chainani: You have to drink responsibly. So you be responsible. If you are under control. There is no issue about the drinks, you know, and we are really given a very bad name, though each and everybody is enjoying, you know.

317

00:42:24.530 --> 00:42:27.489

Rajesh Chainani: so so keep it up. The new brands are.

318

00:42:27.490 --> 00:42:29.479

Monita Bala: Concerns of time. We will have to move on.

319

00:42:29.480 --> 00:42:29.830

Rajesh Chainani: Yeah, yeah.

320

00:42:29.830 --> 00:42:30.620

Monita Bala: Next speaker.

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00:42:30.620 --> 00:42:56.490

Rajesh Chainani: Yeah, I just want to say the very good brands have been lost. I'm very much happy with the performance of the company, and I'm very happy. The promoter is holding 7.8 3, which is really good. Public holding is only 5.9, so I am one of the lucky ones in that who has really again with the thing. Thank you very much. And I really appreciate

322

00:42:57.170 --> 00:43:11.840

Rajesh Chainani: it's a month of festivals. I just want to say, Fulungi, Kushpu, Karinogi, Bahar, Chandi, Chandni, Upnaga, Pyar, Mubaradoga, chairman, Sir Apk Sari, board of directors of Sherwis Bayyongku Anew and there is one more for it

323

00:43:12.160 --> 00:43:27.740

Rajesh Chainani: with this I am taking a leave. Thank you very much for giving me the opportunity to speak. Thank you.

324

00:43:27.740 --> 00:43:42.179

Monita Bala: Thank you so much, Mr. Rajesh, for some of your very polite words, lovely hearing from you, and your concerns and queries are duly being noted by our chairperson and our company team. We'll move on to our next speaker shareholder. Maybe. Please invite Lokesh Gupta from Delhi.

325

00:43:42.490 --> 00:43:46.060

Monita Bala: That's a location I could kindly request you to unmute yourself. Yes.

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00:43:46.060 --> 00:43:47.380

LOKESH GUPTA: But I'm with the superann.

327

00:43:47.380 --> 00:43:48.210

Monita Bala: Yes, sir.

328

00:43:48.210 --> 00:43:58.910

LOKESH GUPTA: Jared and Salma delegate copy meeting. Did this answer, yes, sir.

329

00:43:58.930 --> 00:44:10.609

LOKESH GUPTA: sir, accident, chairman, speech. Oriti is in the company, Sir Muja.

330

00:44:10.720 --> 00:44:14.560

LOKESH GUPTA: Sir Arham, Esha Kakari Jomare Marjan in Pruno, sir.

331

00:44:14.570 --> 00:44:27.750  
LOKESH GUPTA: Second request. Bonus.

332  
00:44:27.940 --> 00:44:31.699  
LOKESH GUPTA: which are Kitiagoras bonus here. Djsr.

333  
00:44:31.760 --> 00:44:53.929  
LOKESH GUPTA: Sir company secretary, Nikhil Malpani team Sam Thursday, just Manasseh secretary, team Kypaz

334  
00:44:53.930 --> 00:45:02.630  
LOKESH GUPTA: uptown company. Thank you, sir.

335  
00:45:03.860 --> 00:45:12.400  
Monita Bala: Thank you so much, Mr. Lokesh, for expressing your thoughts and for your questions. We will be answering them later on. Now that's from Delhi. Invite Mr. Yashpal Chopra.

336  
00:45:13.880 --> 00:45:17.910  
Monita Bala: Mr. Yush, if I could request you to kindly unmute yourself. Yes, Mr. Yush.

337  
00:45:19.980 --> 00:45:23.070  
YASH Chopra: myself. Yes, Paul Jobra Kalim from Delhi.

338  
00:45:23.100 --> 00:45:26.180  
YASH Chopra: Client id is 1 0 5, 9, 2, 8, 4, 7,

339  
00:45:26.440 --> 00:45:33.209  
YASH Chopra: and my wife, Sharon Chopra, has also joined her client. Id is 1 0 5, 9, 2, 5, 7, 4,

340  
00:45:33.240 --> 00:45:57.460  
YASH Chopra: total shares in our portfolio is around 97. We are holding this share for the last more than 3 decades. So we are with the company, since the we can call it inception, we can call it that. We are with the company, and we have seen the company growing, growing, and then falling and falling and falling, and now the company is again standing on the on its own footing.

341  
00:45:57.460 --> 00:46:13.509  
YASH Chopra: So this is a matter of satisfaction for us that the new management who took over from the original promoter they have done a great great favor to the investors of our company. So this is a very big thing.

342

00:46:13.590 --> 00:46:32.100

YASH Chopra: So before I just go forward, I would like to compliment, just pay my gratitude to the outgoing, and directors, Madam Sharp and Mr. Steinberg, so they have just contributed, contributed a lot

343

00:46:32.160 --> 00:46:54.869

YASH Chopra: for the upliftment of this company, and I at the same time I would like to compliment even our company secretary, who has just gone settled in and settled abroad. Mr. Amit Kira. His contribution is also notable, sir, and at the same time I would like to welcome the incoming our Mister Vivek, Gupta, Md.

344

00:46:54.870 --> 00:47:02.349

YASH Chopra: So, and the in the end the team along with him and our new complete sector, Nathan Malfuni.

345

00:47:02.350 --> 00:47:20.720

YASH Chopra: and this team. I welcome them, and I pray God just to bestow them the positivity, so that that positivity should be the strength of my company, and the strength of the company is virtually the strength of my investment. Sir, as regard the performance of the company.

346

00:47:21.310 --> 00:47:38.140

YASH Chopra: This is, I will say, this is grand, rather excellent, because there has been our own growth in a bit. Roc psa beta! And that in 1,000 student declared. That shows the investor friendliness for and by the management.

347

00:47:38.540 --> 00:47:46.359

YASH Chopra: So whatever and I do not go for the statistical data, I cannot go because I am not having any physical copy or other copy with me.

348

00:47:46.440 --> 00:48:13.989

YASH Chopra: I. My reading is just is the Barom. My my study of barometer is only the price of the share in the market. The share has made a grand pace of around 700 points during the year from 1,400 it has risen to 9 to around 2,200. So that shows that. And the investor has a great confidence

349

00:48:13.990 --> 00:48:22.969

YASH Chopra: in the management in the governing body, which is just handing the show, and even in the in the product itself

350

00:48:23.090 --> 00:48:42.559



YASH Chopra: the other product is the product of joy, because that gives joy to the depressed when a person is just depressed and lonely, and Hankle comes forward as a friend, and when the people are very much in a joy and all that, and they want to have a party. Hankle comes as a pattern as a friend.

351

00:48:42.560 --> 00:49:05.459

YASH Chopra: So this is a great thing that we are having King Fisher ankle. And now you have introduced Queen Fissure. So this is a just a feeder in the cat, because now even the ladies who were are they hesitant to touch, they will also feel that this is meant for them, and they will. Then this is a very good thing

352

00:49:05.870 --> 00:49:08.150

YASH Chopra: that company is done, sir.

353

00:49:08.980 --> 00:49:36.560

YASH Chopra: as regards the future of the company, I will. I can just say that is very, very bright, because under as our Pm. Has made a hat trick, and he is the person who is promoting the commercial infrastructure of the of the country, and with that even the Imfi has indicated the Gdp growth between 7 to 8%. That means the higher purchasing power of the people.

354

00:49:36.560 --> 00:50:02.259

YASH Chopra: And the most important thing is there that post covid people have learned to live life. Now they don't want to go for saving. They want to enjoy the life. So that is why, you see, all the hotels are booked, all the resorts are booked. Even your lines are booked. So under this atmosphere we can see that the future of our company is excellent. In the times to come. Before I sign up.

355

00:50:02.380 --> 00:50:23.010

YASH Chopra: I must thank Mr. Nikhil Malpani, because now our relations are going to be direct with him, and because we cannot go and disturb our Md. And all that. Any relations of the investor shareholder that is the main pillar is our complete secretary, and

356

00:50:23.320 --> 00:50:35.139

YASH Chopra: I am proud of him. So I think that the coming time for us is very bright, and before I wind up I pray God for the positivity

357

00:50:35.150 --> 00:50:56.949

YASH Chopra: to every member in the corporation in the company from the top to the bottom, from our chairman, from our Md. To all, the director to our Cfo. To our company secretary and Mr. Santosh and everybody, because that positivity is the strength of the company, and strength of the company is the strength of my investment. So best of luck to you.

358

00:50:56.950 --> 00:51:06.390

YASH Chopra: Thank you. I'm super senior citizen around 85 I can just best and bless and bless only so lots of blessing from my side. Thank you.

359

00:51:07.460 --> 00:51:17.420

Monita Bala: Thank you for your well wishes and your bless blessings, Mr. Yush! Let's circle back to our 1st speaker. Shareholder. Can we have Mr. Bimil Kumar Agal. Join us back, please.

360

00:51:18.780 --> 00:51:21.640

Monita Bala: Mr. Bihar, can I expect you to unmute? Yes.

361

00:51:21.640 --> 00:51:22.350

BIMAL KUMAR AGARWAL: Yeah, me.

362

00:51:22.390 --> 00:51:24.030

Monita Bala: Lauren. Thank you, Mr. Bimel. Kind.

363

00:51:24.526 --> 00:51:30.974

BIMAL KUMAR AGARWAL: The starting unmuted me last time, that 1st 5 might become number one.

364

00:51:31.470 --> 00:51:34.649

Monita Bala: That's all right, Mr. Bihar. We can hear you now. So kindly proceed.

365

00:51:34.650 --> 00:51:38.190

BIMAL KUMAR AGARWAL: Thank you, Monita Balaji, for calling my name again.

366

00:51:38.190 --> 00:51:38.630

Monita Bala: Of course.

367

00:51:38.630 --> 00:51:39.290

BIMAL KUMAR AGARWAL: And

368

00:51:39.410 --> 00:51:42.500

BIMAL KUMAR AGARWAL: 1st of all, I'll train the company secretary.

369

00:51:42.740 --> 00:51:50.069

BIMAL KUMAR AGARWAL: Mr. Nikhil Malpani, and his team, also Santos, for reminding me for the meeting.

370

00:51:51.270 --> 00:51:55.680

BIMAL KUMAR AGARWAL: He called me 2, 3 times he had called me like the joining. Yet I told yes.

371

00:51:56.180 --> 00:52:01.150

BIMAL KUMAR AGARWAL: And now what are that? What will be the celebration for the 25th year

372

00:52:01.300 --> 00:52:08.139

BIMAL KUMAR AGARWAL: up our pillars of our company are reserves resigning for all they should have not resigned.

373

00:52:08.390 --> 00:52:09.270

BIMAL KUMAR AGARWAL: Now.

374

00:52:09.540 --> 00:52:12.760

BIMAL KUMAR AGARWAL: after some years they should sell that domain.

375

00:52:13.700 --> 00:52:17.819

BIMAL KUMAR AGARWAL: This is Iran Mazumdar and Mr. Christian.

376

00:52:18.170 --> 00:52:19.130

BIMAL KUMAR AGARWAL: I'll go.

377

00:52:19.771 --> 00:52:24.300

BIMAL KUMAR AGARWAL: since they are going up. Pillars are gone from the county.

378

00:52:24.380 --> 00:52:28.139

BIMAL KUMAR AGARWAL: See the other pillars also there? No problem, and

379

00:52:28.470 --> 00:52:32.270

BIMAL KUMAR AGARWAL: and what we are doing for duplication of the peers.

380

00:52:33.440 --> 00:52:37.039

BIMAL KUMAR AGARWAL: Many sometime, many duplicate fears have been

381

00:52:37.700 --> 00:52:41.069

BIMAL KUMAR AGARWAL: like in future, also duplicate where you get

382

00:52:41.160 --> 00:52:43.359  
BIMAL KUMAR AGARWAL: but just said, just see to that.

383  
00:52:43.780 --> 00:52:44.690  
BIMAL KUMAR AGARWAL: N.

384  
00:52:44.960 --> 00:52:48.809  
BIMAL KUMAR AGARWAL: And I have already voted for the resolution.

385  
00:52:49.160 --> 00:52:53.725  
BIMAL KUMAR AGARWAL: Thank you very much. Again I thank the complete Equity and his team, Mr. Sanchos.

386  
00:52:54.090 --> 00:52:55.630  
BIMAL KUMAR AGARWAL: My name is October.

387  
00:52:57.631 --> 00:53:03.249  
BIMAL KUMAR AGARWAL: Monica Pala. And thank you, Bala, that's all to me. Thank you very much.

388  
00:53:04.310 --> 00:53:05.390  
Monita Bala: Thank you, Mister Wimil.

389  
00:53:05.390 --> 00:53:06.320  
BIMAL KUMAR AGARWAL: Next year.

390  
00:53:06.800 --> 00:53:17.180  
Monita Bala: Certainly. So thank you so much for joining us today, and for sharing with us your views, your thoughts, and your queries. Let's move on to our next speaker, shareholder. I'd like to invite Mr. Manjit Singh from Delhi.

391  
00:53:18.940 --> 00:53:22.880  
Monita Bala: Do we have you with us, Mr. Singh? Can I request you to kindly unmute yourself.

392  
00:53:24.340 --> 00:53:25.469  
Manjit Singh: My audible.

393  
00:53:25.470 --> 00:53:27.419  
Monita Bala: Yes, sir, you are. Kindly proceed.

394

00:53:29.480 --> 00:53:30.520

Manjit Singh: Kambrique

395

00:53:31.700 --> 00:53:33.139

Manjit Singh: director, chairman.

396

00:53:33.960 --> 00:53:37.519

Manjit Singh: or schedule department, or my co-chairholder.

397

00:53:37.600 --> 00:53:40.329

Manjit Singh: may Tabika swaggart town.

398

00:53:40.380 --> 00:53:44.650

Manjit Singh: or yay come nagatone. The company he transse agitra Kikare

399

00:53:45.200 --> 00:53:45.970

Manjit Singh: that

400

00:53:46.810 --> 00:53:53.160

Manjit Singh: yeah. July. Amena, katamu, Augusta or Kariba. 1st quarterly results.

401

00:53:53.170 --> 00:53:55.420

Manjit Singh: Yeah. Cardi Hong Kayakari.

402

00:53:55.660 --> 00:53:57.710

Manjit Singh: 14 quarter. Okay. But we have

403

00:53:57.950 --> 00:53:59.099

Manjit Singh: is May

404

00:53:59.230 --> 00:54:01.030

Manjit Singh: Samara Johan

405

00:54:01.260 --> 00:54:06.750

Manjit Singh: Hitsha Vishuka or Kutabi Bakiyya, or Baki Winter, Bakiya.

406

00:54:07.050 --> 00:54:11.479

Manjit Singh: Sir Amarijo Company, Kajatra, Rathaine, Char.

407

00:54:11.500 --> 00:54:17.740

Manjit Singh: Ishmael, a quarter beach, Chuka, or Thin quarter Be Bakiya  
Iska Kitna Fractubata summer or Winter Ga

408

00:54:17.780 --> 00:54:19.759

Manjit Singh: Amar is here istanas

409

00:54:19.850 --> 00:54:24.800

Manjit Singh: ratea toa apis, but aariya ikkis quatermass hill Jagarathia.

410

00:54:24.950 --> 00:54:30.159

Manjit Singh: I'm up. Say, yeah. You meet Karanga joy quarter be chuka thin  
quarter baki

411

00:54:30.180 --> 00:54:46.130

Manjit Singh: Amari, Kamprika, Doah revenue Achae, Oramari, Kamprika, DOE  
Epsachai, earning Parshir, Tanki, Hammagulas, Arki up Ninja Balanciet,  
Banayosa Ormaz Bhuti Desha may not Say Kam Kare Umida Gayap Acha

412

00:54:46.280 --> 00:54:51.170

Manjit Singh: Karengge or company, Amara, cha karangi ame yay Yumi

413

00:54:51.500 --> 00:55:09.479

Manjit Singh: jejuqura climate change. Omari demand Kestra demandkah to  
expansion. Plan okay

414

00:55:09.480 --> 00:55:25.449

Manjit Singh: put up ipare may agar abdul Karanga so Amy Karachega, research  
and development, Karma Johar, total income Gamma percent, Karacha Karthi  
to up ibar may agar Batanga so obi Shirk knowledgeable may regga

415

00:55:25.860 --> 00:55:26.750

Manjit Singh: better

416

00:55:27.030 --> 00:55:28.570

Manjit Singh: ahmad do

417

00:55:28.610 --> 00:55:49.420

Manjit Singh: producto yoga pani jatah. So agriculture say, I'm kistra naga  
kutch purchase karti keshang kochistan. I'm sport kartien productala giga  
baki justrah haste muskrate way apis company Gochlare. I'm yay you meet  
Karengge

418

00:55:49.480 --> 00:55:54.609

Manjit Singh: yi ana Walajinomi Company, arid induni rat tag nitra kiki kare

419

00:55:54.660 --> 00:56:12.189

Manjit Singh: baki caterial department moderator Mathur yay koji bengalor gigiduri in onaja Karwahiya Jetinabi parson is me Raya Unkasakam, the Nevada Karna Tayenge, or Yay Jaenge Yomari Company agee traki gigisha or Bakr

420

00:56:12.400 --> 00:56:17.069

Manjit Singh: thank you for the management team. Thank you for the schedule team. Thank you. Thank you, sir.

421

00:56:18.030 --> 00:56:25.829

Monita Bala: Thank you, Mr. Singh, for your questions and for your lovely words. Let's move on to our next speaker, shareholder. I'd like to invite Mr. Gagan Kumar, from Delhi.

422

00:56:26.240 --> 00:56:29.579

Monita Bala: Mr. Goggin, requesting you to kindly unmute yourself. Yes.

423

00:56:31.080 --> 00:56:32.240

GAGAN KUMAR: Yeah. My audible.

424

00:56:32.240 --> 00:56:34.269

Monita Bala: Yes, sir, you are. Kindly proceed.

425

00:56:34.800 --> 00:56:43.920

GAGAN KUMAR: Yeah. Good afternoon, Mr. Chairman, board of directors and fellow shareholder myself. Gagan Kumar. I'm joining this meeting from Delhi.

426

00:56:44.490 --> 00:56:48.110

GAGAN KUMAR: 1st of all, I would like to congratulate all

427

00:56:48.190 --> 00:56:49.600

GAGAN KUMAR: for the

00:56:49.810 --> 00:57:05.550

GAGAN KUMAR: 25th agm. It's a silver jubilee agm. And as I can see, that dividend is increase from 7.5 to 10 we shareholder expect some more on this

00:57:05.590 --> 00:57:24.030

GAGAN KUMAR: 25th AGM, like celebration year for us. Now my question to the management is that how much shares of our company is transferred into Iep F Fund in last year, and how our company

430

00:57:24.140 --> 00:57:28.609

GAGAN KUMAR: help those people to claim them back from the same department

431

00:57:28.820 --> 00:57:36.249

GAGAN KUMAR: and rest of my question is already presented against you, so I don't want to repeat it again.

432

00:57:36.420 --> 00:57:57.989

GAGAN KUMAR: and I'm sure there would be more speaker here in queue, so keep myself very brief. Thank you so much. To Mr. Cs. Navarre, Mr. Nikhil Malpani, and Mr. Santos, along with our CFO. For maintaining such a higher standard of corporate governance. Thank you so much for this opportunity over to you, moderator.

433

00:57:58.600 --> 00:58:08.990

Monita Bala: Thank you, Mister Gugen, for keeping your questions short and brief. Do appreciate you respecting the time. Let's move on to our next speaker, shareholder we have with us, Mr. Kaushik Shah, from Mumbai.

434

00:58:10.130 --> 00:58:13.109

Monita Bala: Mr. Kaushik, can I request you to kindly unmute yourself.

435

00:58:15.670 --> 00:58:16.740

kaushik shahukar: I'm Harvard.

436

00:58:16.740 --> 00:58:18.070

Monita Bala: Yes, sir, you are kindly. Please.

437

00:58:18.070 --> 00:58:19.800

kaushik shahukar: No, but it is not in London.

438

00:58:23.460 --> 00:58:25.020

Monita Bala: Mr. Shah. We can hear you kind.

439

00:58:25.628 --> 00:58:28.060

kaushik shahukar: Pretty home, pretty home.

440

00:58:29.750 --> 00:58:31.000

Monita Bala: Could you repeat that, sir?



441

00:58:31.000 --> 00:58:32.700

kaushik shahukar: My video is not enabled.

442

00:58:33.130 --> 00:58:38.891

Monita Bala: Your video is not viewable, sir, but you are very much audible, so you may proceed with your question.

443

00:58:39.180 --> 00:58:41.860

kaushik shahukar: Respected servant, disturbance, guest.

444

00:58:41.890 --> 00:58:48.849

kaushik shahukar: Good afternoon to all. It is indeed a privilege to address this estimate, as in today.

445

00:58:48.960 --> 00:58:56.479

kaushik shahukar: I am deeply grateful. The board for giving me the opportunity to participate in significant event.

446

00:58:56.610 --> 00:59:03.539

kaushik shahukar: Today I post some parameter questions that are crucial for understanding our company standing

447

00:59:03.570 --> 00:59:07.100

kaushik shahukar: in our evolving computer landscape.

448

00:59:07.150 --> 00:59:12.639

kaushik shahukar: How does Uvl maintains it is in such a dynamic environment

449

00:59:12.790 --> 00:59:22.140

kaushik shahukar: bought innovative products and the company introduced, or plan to introduce in this increasing increasingly cutthroat world.

450

00:59:22.250 --> 00:59:31.659

kaushik shahukar: as they say. The more a company invests R&D, the stronger we position it as a leader in the industry.

451

00:59:31.710 --> 00:59:53.109

kaushik shahukar: Can we continue to rely on the resellance of Ubl business model. And how can the company ensure that shareholders, relevant and robust, also has the company launch any new brand to attract younger consumers and boost revenue. I must emphasize that we strictly

452

00:59:53.190 --> 01:00:01.500

kaushik shahukar: so consumer about 18 years old. How does the company ensure that compliance with the regulation all the times.

453

01:00:01.710 --> 01:00:12.020

kaushik shahukar: But before I comply, I want to extend my heartfelt gratitude to entire security team, especially Santos and Nikhil Malpani Malcany.

454

01:00:12.070 --> 01:00:33.769

kaushik shahukar: for the support and making this event possible for me, while our company does not under support, while our company does support initiative for especially able, I have a disappointed, and my request for assistance in the email certification audit, including from 15 Cv. Has gone unanswered

455

01:00:34.544 --> 01:00:51.140

kaushik shahukar: despite my repeated attempts, understand the company's priority. But I urge you to consider a request this time, and engage with and engage with me in the area of certification, audit and help may lead life with dignity and self respect.

456

01:00:51.200 --> 01:00:54.242

kaushik shahukar: I'm sure, Mr. Anna. Mr.

457

01:00:55.090 --> 01:00:59.799

kaushik shahukar: I'm sure chairman, sir, would find my request practical and monthly.

458

01:00:59.810 --> 01:01:21.029

kaushik shahukar: noting the way to to engage with the finally, I propose the that we utilize the savings from hosting this meeting virtually for the benefit of speaker orders. This could involve organizing site, visit, or distribute or the student token, such as suites or small gift

459

01:01:21.040 --> 01:01:23.389

kaushik shahukar: to our esteemed stricker shareholders.

460

01:01:23.410 --> 01:01:25.590

kaushik shahukar: oddly festive, occasion

461

01:01:25.640 --> 01:01:34.200

kaushik shahukar: and blu and please, if there is any plan to distribute bottle of wine can be spare. B. I'm not in the market for that.

462

01:01:34.750 --> 01:01:38.919

kaushik shahukar: In conclusion, the family value and the motto

463

01:01:39.500 --> 01:01:43.649

kaushik shahukar: jump, pick, jump, finish. I can find a sugar

464

01:01:44.120 --> 01:01:52.310

kaushik shahukar: dampie damp Minnesota suba utan jagi to Harin on Kipyali pilot. There is English, our Jagu.

465

01:01:52.340 --> 01:01:58.689

kaushik shahukar: and for all others who consume white, I request to kindly consume our brand. Only

466

01:01:58.850 --> 01:02:04.299

kaushik shahukar: additionally, I would. Thank you. Thank you all for attention. Thank you so much.

467

01:02:05.660 --> 01:02:16.290

Monita Bala: Thank you, Mr. Kashi, for joining us today for putting forth your questions, queries, and your views. Let's move on to our next speaker coming in from Hyderabad. We have Mr. Ramesh Gola. Can we have you join us, sir.

468

01:02:22.110 --> 01:02:25.130

Monita Bala: just awaiting Mr. Ramesh. Do we have him with us?

469

01:02:29.930 --> 01:02:38.940

Monita Bala: I don't think we have Mr. Ramesh with us, we'll circle back to Mr. Ramesh. Should he be here, can I invite from my Hs Patel to join us?

470

01:02:46.420 --> 01:02:49.030

Monita Bala: Do we have Miss Etch Patel with us.

471

01:02:55.720 --> 01:03:01.949

Monita Bala: Right? I don't think we have Miss Patel with us. Can we have Mr. Saddam and Shastri from Bengaluru to join us. Please

472

01:03:06.740 --> 01:03:09.100

Monita Bala: do. We have Mrs. Dunshast 3 with us?

473

01:03:11.240 --> 01:03:27.860

Monita Bala: I doubt we have Mr. Salan Shastri with us. With that being said, we conclude, hearing our remarks, our views and our questions and queries from our speaker shareholders. I now would like to invite Mr. Vivek Gupta, the managing director and chief executive officer, to speak about the business operations over to you, Mr. Vivek.

474

01:03:28.220 --> 01:03:32.990

Mr. Vivek Gupta: Yeah, thank you, Monica, and and thank you everyone for your blessings and great questions.

475

01:03:33.100 --> 01:03:37.839

Mr. Vivek Gupta: I welcome all the shareholders for participating in this meeting from various parts of India.

476

01:03:37.950 --> 01:03:41.420

Mr. Vivek Gupta: This meeting is not just a part of our governance.

477

01:03:41.530 --> 01:03:45.070

Mr. Vivek Gupta: but also a beautiful and important annual ritual.

478

01:03:45.590 --> 01:03:49.410

Mr. Vivek Gupta: where we can engage with our shareholders of our company.

479

01:03:49.830 --> 01:03:54.749

Mr. Vivek Gupta: With this I deliver. I start my speech for this annual statement.

480

01:03:55.020 --> 01:03:56.550

Mr. Vivek Gupta: Yes, shareholders.

481

01:03:56.640 --> 01:04:01.830

Mr. Vivek Gupta: I haven't. I have the honor of sharing my thoughts on the remarkable and steady progress

482

01:04:02.070 --> 01:04:09.789

Mr. Vivek Gupta: United Breweries Limited has made during the year in the Company's integrated Annual report for Fiscal year 23-24.

483

01:04:10.110 --> 01:04:14.700

Mr. Vivek Gupta: We are entering an incredible era of innovation in the beer industry.

484

01:04:14.920 --> 01:04:23.770

Mr. Vivek Gupta: and as an industry leader we have taken strides to accelerate growth by putting consumers and customers at the heart of the business

485

01:04:24.020 --> 01:04:26.390

Mr. Vivek Gupta: we have invested in the organization

486

01:04:26.460 --> 01:04:38.309

Mr. Vivek Gupta: capabilities and brands while being astute on growing our categories, manufacturing footprint, innovation, and premiumization to meet the evolving consumer preferences.

487

01:04:38.740 --> 01:04:45.910

Mr. Vivek Gupta: Ubl S. Net sales grew 8% in fiscal year 2324, with strong volume growth

488

01:04:46.030 --> 01:04:51.550

Mr. Vivek Gupta: contributed by category growth, momentum, premium, segment, and market share improvement.

489

01:04:51.660 --> 01:04:58.240

Mr. Vivek Gupta: We made great strides in the last quarters, and we expect the positive momentum to continue

490

01:04:58.540 --> 01:05:09.049

Mr. Vivek Gupta: amid macroeconomic factors, industry, volatility, inflationary pressures, Ubl continue to execute and deliver strong results throughout the year.

491

01:05:09.350 --> 01:05:18.009

Mr. Vivek Gupta: The country's diverse and rapidly growing population presents significant potential for beer consumption across all the segments.

492

01:05:18.210 --> 01:05:33.149

Mr. Vivek Gupta: India is an unprecedented market for beer, an under penetrated market for beer, with average consumption per year at 2 litres per capita, which is significantly lower than countries. In Asia, Pacific, and in the Western world.

493

01:05:33.180 --> 01:05:36.819

Mr. Vivek Gupta: The growing acceptance of beer as a social beverage

494

01:05:36.860 --> 01:05:41.310

Mr. Vivek Gupta: attributed to its lower alcohol by volume Ab.

495

01:05:41.590 --> 01:05:44.999

Mr. Vivek Gupta: It promotes moderation and responsible consumption.

496

01:05:45.090 --> 01:05:54.319

Mr. Vivek Gupta: This trend offers Ubl a significant opportunity to expand its capability and deliver high quality beer for years to come.

497

01:05:54.630 --> 01:06:09.369

Mr. Vivek Gupta: As an industry leader. We constantly engage and collaborate with the government regulatory bodies. Industry peers towards advocating policy, changes that benefit the beer, industry and promote moderation.

498

01:06:09.590 --> 01:06:16.000

Mr. Vivek Gupta: Customers and consumers at large with relaxed pricing and standardization of taxation.

499

01:06:16.880 --> 01:06:33.960

Mr. Vivek Gupta: I want to provide a global outlook on Indian as well. Hanekan underscores its unwavering commitment to responsible growth in the vibrant Indian market, and is extremely dedicated to elevating the future of beer industry in India.

500

01:06:34.110 --> 01:06:45.599

Mr. Vivek Gupta: The Company advocates for the recognition of beers cultural and economic significance in India, anticipating a proportional increase in positive societal impact

501

01:06:45.810 --> 01:06:50.970

Mr. Vivek Gupta: with our senior global leadership team visiting our India operations.

502

01:06:51.150 --> 01:06:54.939

Mr. Vivek Gupta: we are bolstered to expand our efforts across the nation

503

01:06:55.120 --> 01:07:06.030

Mr. Vivek Gupta: by fostering local partnership investing in communities. Hank and Ubl are stronger together, and we aim to contribute to sustainable economic development

504

01:07:07.280 --> 01:07:13.959

Mr. Vivek Gupta: with our consumer. 1st mindset innovation has been a key driver of growth at Ubl

505

01:07:14.130 --> 01:07:23.900

Mr. Vivek Gupta: during the year we accelerated our pace of innovation in product development which has enabled us to become a multi brand portfolio organization

506

01:07:24.310 --> 01:07:29.760

Mr. Vivek Gupta: winning across mainstream premium economy and value category.

507

01:07:29.930 --> 01:07:38.479

Mr. Vivek Gupta: The launch of Queen Fisher premium, as many of our shareholders mentioned. London prisoner in Kanatka, Hanekan silver draft beer

508

01:07:38.610 --> 01:07:46.600

Mr. Vivek Gupta: are all results of our innovation aligned with the trend of consumers seeking quality beer contributing to the category expansion.

509

01:07:46.840 --> 01:07:50.030

Mr. Vivek Gupta: The premiumization trend is here to stay.

510

01:07:50.380 --> 01:07:56.710

Mr. Vivek Gupta: and is fueled by growing demand for distinct flavors and higher quality beers among consumers.

511

01:07:56.890 --> 01:08:08.679

Mr. Vivek Gupta: It is a key focus on our agenda, and our sharp understanding of consumer needs and trends has helped us to put a very strong innovation program and strong foundation in place

512

01:08:09.160 --> 01:08:26.740

Mr. Vivek Gupta: with the core brands like kingfisher, kingfisher, ultra, kingfisher, ultra max, kingfisher, ultra wheat beer, queen, fisher, premium, honeycomb, silver. We have been witnessing great results and will further invest in this segment that will positively contribute to the business momentum.

513

01:08:27.620 --> 01:08:35.809

Mr. Vivek Gupta: We are also working on delivering a robust supply chain network. We are enhancing our supply chain capabilities.

514

01:08:36.270 --> 01:08:40.920

Mr. Vivek Gupta: we are enabling to deliver great value to our customers and business partners.

515

01:08:41.050 --> 01:08:48.079

Mr. Vivek Gupta: While boosting the sustainability agenda, we have taken initiatives to expand our manufacturing capacity.

516

01:08:48.240 --> 01:08:51.270

Mr. Vivek Gupta: particularly for our specialty beer offerings.

517

01:08:51.310 --> 01:08:55.589

Mr. Vivek Gupta: and to scale up the production of premium beer across breweries

518

01:08:55.830 --> 01:09:06.159

Mr. Vivek Gupta: as we scale up our supply chain capabilities and optimize our manufacturing processes, we continue to be conscious, responsible, and fully compliant

519

01:09:06.250 --> 01:09:15.200

Mr. Vivek Gupta: through our net 0 carbon and water neutrality initiative. While adhering to the health and safety of our people and the organization.

520

01:09:16.550 --> 01:09:23.460

Mr. Vivek Gupta: This is important for us to build. A culture of belonging people are greatest asset at Ubl.

521

01:09:23.630 --> 01:09:30.570

Mr. Vivek Gupta: I'm inspired by the resilience, ownership, camaraderie displayed by our employees through their actions.

522

01:09:30.779 --> 01:09:35.259

Mr. Vivek Gupta: Your company provides a congenial work, environment that fosters

523

01:09:35.390 --> 01:09:39.520

Mr. Vivek Gupta: an inclusive and supportive workplace for all the employees.

524

01:09:39.750 --> 01:09:50.189

Mr. Vivek Gupta: our inclusion and Diversity Council creates opportunity to embed equal opportunities and policies as part of diversity, equality, and inclusion framework.



525

01:09:50.250 --> 01:10:04.140

Mr. Vivek Gupta: I am proud to share that 18.4% women contributed to the Ubl executive workforce and 36% women are constituted under executive care. In fiscal year 2324,

526

01:10:04.190 --> 01:10:20.009

Mr. Vivek Gupta: we believe in nurturing a robust talent pipeline where employees cultivate knowledge and skills relevant to their role to advance in their careers with a strong culture of learning in place. Ubl has a range of learning and development tools.

527

01:10:20.390 --> 01:10:29.490

Mr. Vivek Gupta: We have resources and experiences for employees, spanning trainees, individual contributors, people, managers, beauty employees, and leaders

528

01:10:29.640 --> 01:10:50.070

Mr. Vivek Gupta: to lay emphasis on fostering a culture of appreciation. We have enhanced our reward and recognition program to celebrate wins, exemplify the display of ubl values and behaviors and learning achievement to motivate individuals, people, managers, and team to strive for greater goals.

529

01:10:50.340 --> 01:10:54.219

Mr. Vivek Gupta: As we are doing it. We are fully committed to sustainability.

530

01:10:54.350 --> 01:10:58.439

Mr. Vivek Gupta: Ubl firmly believes in conducting business ethically.

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01:10:58.550 --> 01:11:00.969

Mr. Vivek Gupta: sustainably, and responsibly

532

01:11:01.300 --> 01:11:03.600

Mr. Vivek Gupta: benefiting people and the planet.

533

01:11:03.660 --> 01:11:18.360

Mr. Vivek Gupta: The Company remains committed to the sustainability strategy which is brewer better India through sustainability and Csr projects in the area we operate in along with consistent actions around a focused theme of environment

534

01:11:18.440 --> 01:11:20.890

Mr. Vivek Gupta: so social and responsible

535

01:11:21.070 --> 01:11:31.490

Mr. Vivek Gupta: as we remain committed in the pursuit of environmental stewardship, social responsibility, and ethical governance. We are not just contributing to a more

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01:11:31.600 --> 01:11:36.770

Mr. Vivek Gupta: sustainable future, but also creating an enduring value for our stakeholders

537

01:11:37.700 --> 01:11:42.629

Mr. Vivek Gupta: in in today's digital leader it is very important for company to be digitally savvy

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01:11:42.680 --> 01:11:55.239

Mr. Vivek Gupta: as we evolve into future ready organization, we have not only established strong foundations for our digital and technology initiatives, but are also transforming into a more digitally enabled enterprise.

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01:11:55.330 --> 01:12:04.260

Mr. Vivek Gupta: This transformation allow us to simplify, automate, and modernize our business across the value chain and unlocking greater productivity

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01:12:04.970 --> 01:12:10.640

Mr. Vivek Gupta: as we talk about the future looking ahead to fiscal year 2,004, 25, and beyond.

541

01:12:10.680 --> 01:12:12.660

Mr. Vivek Gupta: we remain positive

542

01:12:12.670 --> 01:12:13.770

Mr. Vivek Gupta: and bullish

543

01:12:13.810 --> 01:12:16.829

Mr. Vivek Gupta: about our growth prospects and the roadmap ahead.

544

01:12:17.070 --> 01:12:28.450

Mr. Vivek Gupta: We have strong fundamentals in place, led by our continued commitment towards driving category growth premiumization, innovation keeping consumers at the core.

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01:12:28.650 --> 01:12:36.959

Mr. Vivek Gupta: and your company is well positioned to navigate the evolving landscape scale of the business and future ready capabilities

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01:12:37.140 --> 01:12:58.910

Mr. Vivek Gupta: on behalf of the Board and the leadership team. I would like to take this opportunity to express gratitude to all our shareholders and our stakeholders for their unwavering support and trust in Ubl. I would like to thank all the employees of Ubl for being our biggest strength, whose resilience and commitment have enabled us

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01:12:58.940 --> 01:13:16.009

Mr. Vivek Gupta: to deliver these results to grow the organization, and we continue to brew the true joy of togetherness. With this I close my statement, and over to you, Moderator.

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01:13:16.480 --> 01:13:29.250

Monita Bala: Thank you so much, Mr. Gupta. With that I would now like to request our chairperson and the managing director to kindly respond and reply to the questions raised and put forth by our speaker shareholders over to our chairperson.

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01:13:31.350 --> 01:14:00.810

25th UBL AGM: Well, thank you very much. Of course we make. And before that, to all our speaker shareholders. Particularly for the compliments about the performance of the company about the share price, appreciation, and for all the wishes and blessings, particularly from our senior shareholders. Right? And I, all I can say is on behalf of the Board and the company. This is very much appreciated and much respected, so thank you so much

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01:14:00.810 --> 01:14:02.451

25th UBL AGM: for your questions and compliments.

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01:14:02.780 --> 01:14:17.379

25th UBL AGM: Now, as far as the questions are concerned, we've clustered them into 5 or 6 themes. And the themes that pertain to your questions include, some view about growth and future plans.

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01:14:18.089 --> 01:14:21.680

25th UBL AGM: What we are doing in terms of margin improvement.

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01:14:21.700 --> 01:14:23.740

25th UBL AGM: right? And the focus on cost

554

01:14:24.571 --> 01:14:27.939

25th UBL AGM: the plan for digital adoption, particularly

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01:14:28.441 --> 01:14:49.590

25th UBL AGM: some questions about new product development. And, as you know, there are lots of new products that we already have launched in the market. And of course there are more in the pipeline. Some questions on cost inflation, and whether the input cost inflation will have an impact on profitability. And finally, a view about

556

01:14:49.590 --> 01:15:01.529

25th UBL AGM: what does the future hold? What are some of the challenges that are there in the future? So what I'm going to do is, I'm going to request our managing director and CEO, Vivek Gupta!

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01:15:01.760 --> 01:15:09.639

25th UBL AGM: To deal with these themes, and after that, if there's anything left, then I'll come back and close those. So Vivek over to you.

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01:15:09.800 --> 01:15:24.490

Mr. Vivek Gupta: No, thank you, Anan. And again, really, really, you know, very blessed with all the blessings which we got and the respect we got from the shareholders. I think, on the question absolutely. I would say that we are working on a very aggressive growth plan.

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01:15:24.560 --> 01:15:32.569

Mr. Vivek Gupta: Of course, in this category there are 3 challenges which we need to deal with. The number. One challenge is that the duties

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01:15:32.630 --> 01:15:37.449

Mr. Vivek Gupta: on beer and the regulatory environment at the State by State level are increasing.

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01:15:37.530 --> 01:16:00.239

Mr. Vivek Gupta: so that poses a challenge on the affordability of beer. So it is in our endeavor, as a management, to ensure that we run a very low cost operation. To ensure that we actually make sure that beer remains affordable. At the same time, we to accelerate the growth we really are focusing on understanding consumers in depth. We are spending a lot of time with consumers

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01:16:00.240 --> 01:16:17.729

Mr. Vivek Gupta: to really understand what their needs are, what their demands are. And this is why, you would see that the innovation, like Queen Fisher, has come because we learned that consumers are actually the beer

growth in women was underserved, and they needed a different beer. And that's where Queen Fisher came in.

563

01:16:17.790 --> 01:16:33.239

Mr. Vivek Gupta: So we have a very, very strong innovation program where we actually understand consumer needs and actually work on serving them, and you will see that we will continue to bring new products over the next 2 to 3 years, and for years to come.

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01:16:33.530 --> 01:16:55.589

Mr. Vivek Gupta: The 3rd most important thing is a brewery network. The strength of united breweries is, we have a large network of breweries, but what we are trying to do is to ensure each of our breweries are actually producing a large part of our portfolio. So this year itself we have expanded a great brands, ultra and Ultra Max in most States.

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01:16:55.590 --> 01:17:10.189

Mr. Vivek Gupta: and we continue to make sure that these brands are available in other States. I'm very happy to report that we have got the manufacturing license and the approval to produce Heineken silver in Karnataka.

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01:17:10.190 --> 01:17:36.949

Mr. Vivek Gupta: And, in fact, as we talk, the 1st brew is getting ready, and next week we are actually going to launch Hank and Silver in Kanata, which will be locally made in India in Kanata. And what I've been told that because of our very strong quality and rigor. We got it right. The team got it right in almost the 1st or the second instant. Previously it used to take 20 times to get a product right like that. So we are building a lot of capabilities on that.

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01:17:37.280 --> 01:17:41.959

Mr. Vivek Gupta: I on the, on the commodity challenges. There is always fluctuation.

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01:17:42.050 --> 01:17:48.369

Mr. Vivek Gupta: We are working on improving the barley sewing in India.

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01:17:48.420 --> 01:17:52.760

Mr. Vivek Gupta: This is one initiative which we Ubl will take like to lead.

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01:17:52.830 --> 01:17:55.970

Mr. Vivek Gupta: because today farmers can actually benefit

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01:17:56.050 --> 01:18:11.240

Mr. Vivek Gupta: by better soil productivity if they actually so barley. So we are working with various state governments so that the barley production can happen locally so that we don't need to rely on importing barley, and we can actually get a good quality barley. In India.

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01:18:11.590 --> 01:18:39.929

Mr. Vivek Gupta: We are also looking at expanding our capacities in the States. There are some states like Telangana, Rajasthan, Orisa, where we are running full of capacity. So we are looking at various options to actually improve productivity in our own brewery, so that we can. The the brewery can produce more beer. But also we are working with State governments on various methodology which can increase the production of beer, and in some cases we also looking at expanding our footprint as well

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01:18:40.410 --> 01:18:56.410

Mr. Vivek Gupta: at the same time on new product innovation. It has been a big, big focus. We have a facility near Bangalore where we actually consistently experiment and try to try new recipes and then test with the consumers.

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01:18:56.420 --> 01:19:23.750

Mr. Vivek Gupta: I'm happy to report that we have launched very good products like London prisoner, Queen Fisher, Ultramax, draft beer, Heineken silver in the draft, and your company will continue to launch new products. Now, I cannot share a lot of it, because this is work in progress. But I can tell you there's a lot of effort being made to get the products in the market

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01:19:23.980 --> 01:19:51.780

Mr. Vivek Gupta: on, on the question of how much London prisoner is doing, it is off to a very good start in Karnataka, and we have already clogged almost 15 crore of revenue on London prisoner in Kanata itself. So we are actually very happy with the response which consumers are giving in Kanata, and we will continue to to build our capabilities, to actually expand this product in other parts of Karnataka, and even in India as well

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01:19:52.970 --> 01:20:01.820

Mr. Vivek Gupta: on digital adoption. You know, this is a New Age world. I think we want to do things faster, cheaper, in a more efficient manner.

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01:20:01.830 --> 01:20:06.590

Mr. Vivek Gupta: our company is actually very focused on driving technology.

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01:20:06.610 --> 01:20:21.279

Mr. Vivek Gupta: This meet is one of the good example where we are actually doing a silver jubilee agm through a virtual technology. And we are so glad that everyone is able to connect and give us their inputs, their questions. Similarly, there is a high usage of technology in the company

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01:20:21.320 --> 01:20:36.379

Mr. Vivek Gupta: we are looking at go to market innovation. We are looking at connected breweries. How in our breweries we can use more data and technology to make things faster. We are also looking at technology in area of everyday work and capability of our organization.

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01:20:36.510 --> 01:20:45.549

Mr. Vivek Gupta: And we also using the new age technologies like artificial intelligence, to actually define our our performance in the stores, in our packaging

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01:20:45.600 --> 01:20:47.620

Mr. Vivek Gupta: and many other areas.

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01:20:47.970 --> 01:20:55.820

Mr. Vivek Gupta: But I would like to say that as we have a growth plan. Your company is absolutely committed to doing business in the right way.

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01:20:56.080 --> 01:21:00.349

Mr. Vivek Gupta: We are building a very, very strong governance and compliance culture.

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01:21:00.490 --> 01:21:16.799

Mr. Vivek Gupta: We are actually doing lot of training and development to ensure the processes are streamlined so that we have a very, very robust you know, system in place so that the work happens and we have less, you know, disruptions on this way.

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01:21:17.130 --> 01:21:22.130

Mr. Vivek Gupta: But all of this will not happen unless we have a very strong organization.

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01:21:22.280 --> 01:21:37.160

Mr. Vivek Gupta: and one of the pillar of growth is a very, very strong team, you know, I would say, with the we have a very, very strong board under the under the leadership of Mr. Chairman. But at the same time we are getting extremely strong talent.

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01:21:37.180 --> 01:21:55.990

Mr. Vivek Gupta: both from the universities, from the top business schools in India, top engineering colleges in India, but also with a good mix of people who have experience in the industry, people who have knowledge in this industry, and also our current employees who have been serving Ubi for many years. So we are building a very strong organization.

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01:21:56.360 --> 01:22:03.659

Mr. Vivek Gupta: We are also working on beer with Beer Association of India. We have newly formed Beer Association of India.

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01:22:03.710 --> 01:22:18.159

Mr. Vivek Gupta: which is basically the the all the International Beer companies are coming together, so that in one voice, we can raise the regulatory issues with the government and continue to work on. You know, simplification of the business

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01:22:18.170 --> 01:22:21.460

Mr. Vivek Gupta: that to me is going to be one of the biggest unlock.

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01:22:21.480 --> 01:22:26.359

Mr. Vivek Gupta: As I mentioned in the beginning, that as duties on Br keep on increasing, we need to make sure

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01:22:26.380 --> 01:22:42.289

Mr. Vivek Gupta: that we continue to work with the stakeholders. So in all, I think we have a very, very robust plan. We expect to continue to build on this momentum, and we also expect to keep adjusting our plans when we get the headwinds.

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01:22:42.360 --> 01:22:50.500

Mr. Vivek Gupta: So with this, I I hand over back to the moderator. If there's any question which is left, but I wanted to cover most of it in the in the big themes.

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01:22:54.430 --> 01:23:10.569

25th UBL AGM: No, that's Thank you so much, Vivic, for a very, very comprehensive coverage of most of the questions that our speaker shareholders have raised. And hopefully, your responses would have left people with a sense of optimism.

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01:23:10.971 --> 01:23:31.839

25th UBL AGM: About the future of United Breweries. They're just a a few questions that were raised. which I will try and deal with. Apart from what Vivic has already comprehensively covered. There was a question about bonus



shares our objective is to try and maximize total shareholder return, which includes

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01:23:31.890 --> 01:23:44.650

25th UBL AGM: share, price appreciation, which is driven by good performance as well as a handsome dividend payout, and I'm sure you will agree that a thousand percent dividend payout for the last fiscal is

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01:23:44.650 --> 01:24:02.709

25th UBL AGM: is very, very good. So really total shareholder return bonus shares is one means of improving shareholder return. But that's what we are really focused on. So we will consider the suggestion. But remember, the objective is to maximize the return to you our shareholders.

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01:24:02.870 --> 01:24:11.790

25th UBL AGM: There was a question about compliance with the regulators, and I just want to reiterate that your company follows the highest standards

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01:24:11.940 --> 01:24:37.739

25th UBL AGM: of compliance and corporate governance, the highest ideals of regulatory compliance and corporate governance, and we do believe that that is something that every one of you can be proud of who is associated with our company. There was a specific question on Ipf shares, and what is done just to be specific.

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01:24:37.820 --> 01:24:42.400

25th UBL AGM: the company transferred for lack 60,000

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01:24:42.420 --> 01:24:44.759

25th UBL AGM: 212 shares

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01:24:44.770 --> 01:24:47.980

25th UBL AGM: held by 221 shareholders

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01:24:48.050 --> 01:25:05.730

25th UBL AGM: to Iepf after following you procedure. Now, all of you know that this is a statutory requirement, but I must assure you that before that deadline comes we do everything possible to reach out to shareholders and settle with them.

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01:25:05.790 --> 01:25:09.549

25th UBL AGM: Okay, now, once it is moved to the IPF.

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01:25:09.600 --> 01:25:15.879

25th UBL AGM: The respective shareholders can connect with the RTA. Or with the company for support.

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01:25:16.030 --> 01:25:25.010

25th UBL AGM: to claim it back, and we will do whatever we can from our side, but do recognize that the control is no longer with the company. It's with the regulator.

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01:25:25.600 --> 01:25:32.269

25th UBL AGM: And finally, there was a suggestion for a site visit, and that's something that we will take note of.

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01:25:32.480 --> 01:25:34.480

25th UBL AGM: So with that

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01:25:35.260 --> 01:25:43.359

25th UBL AGM: I'm now going to take up the resolution resolutions as per the notice of the Annual General Meeting. Item number one.

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01:25:43.520 --> 01:25:49.730

25th UBL AGM: to receive, consider, and adopt the audited financial statements of the company.

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01:25:49.780 --> 01:26:05.929

25th UBL AGM: including the audited Consolidated financial statements for the year, ended March 31, st 2024, together with the reports of the auditors and directors thereon, by way of ordinary resolution.

612

01:26:06.210 --> 01:26:13.009

25th UBL AGM: resolved the audited stand alone. Balance sheet, as at March 31st 2024

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01:26:13.100 --> 01:26:19.199

25th UBL AGM: statements of profit and loss and cash flow for the year ended March 31, st 2024.

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01:26:19.360 --> 01:26:27.070

25th UBL AGM: The auditors report thereon, together with the report of the Directors B. And are hereby adopted.

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01:26:27.600 --> 01:26:48.700

25th UBL AGM: Further, resolved, That the Audited Consolidated balance sheet, as at March 31, st 2,024 statements of profit and loss and cash flow for the year ended March 31, st 2024 auditors report thereon, together with the report of the Directors B. And hereby adopted

616

01:26:49.220 --> 01:26:59.970

25th UBL AGM: item number 2 to declare a dividend on equity shares for the financial year ended March 31, st 2024, by way of ordinary resolution.

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01:26:59.980 --> 01:27:18.490

25th UBL AGM: Resolved That a dividend for the financial year ended March 31, st 2024, at the rate of a thousand percent, as recommended by the directors, be paid to those members whose names appear as beneficial owners as at the close of business hours

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01:27:18.490 --> 01:27:39.219

25th UBL AGM: on Thursday, July 25, th 2024, as per the list to be furnished by the depositories in respect of the equity shares held in electronic form, and those members whose names appear in the register of members of the company, as on Thursday, July 25, th

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01:27:39.270 --> 01:27:40.829

25th UBL AGM: 2024.

620

01:27:41.170 --> 01:27:49.750

25th UBL AGM: Item number 3. Reappointment of Mr. Yan, Cornelius Vander Linden as director. By way of ordinary resolution.

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01:27:49.830 --> 01:27:53.539

25th UBL AGM: Resolve that Mr. Yang, Cornelis Vander Linden.

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01:27:53.610 --> 01:28:06.680

25th UBL AGM: PIN number 0 8, 7, 4, 3, 0 4, 7, who retires from the board by rotation B, and is hereby reappointed as a director of the company.

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01:28:06.910 --> 01:28:20.139

25th UBL AGM: Item number 4. Appointment of Mr. Yan Elmer Kirsten, PIN number 1, 0 6, 4, 3, 1, 5, 2. As a director. By way of ordinary resolution.

624

01:28:20.300 --> 01:28:26.420

25th UBL AGM: I request the members to take the resolution and explanatory statements as read.

625

01:28:26.680 --> 01:28:50.010

25th UBL AGM: Item number 5. Appointment of Mr. Yan Elmer Kirsten din number 1, 0 6, 4, 3, 1, 5, 2, as a whole time director, designated as director and chief financial officer of the Company. By way of ordinary resolution, I request the members to take the resolution and explanatory statements as read.

626

01:28:53.200 --> 01:28:56.780

25th UBL AGM: I now put all the above resolutions to vote

627

01:28:56.860 --> 01:29:04.220

25th UBL AGM: through electronic voting system for those members who have not yet cast their votes through remote E voting.

628

01:29:04.430 --> 01:29:17.570

25th UBL AGM: I appoint Mr. Sm promote company secretary in practice of Messers Bmp. And Company, Llp. As scrutinizer, who was also appointed a scrutinizer for remote E voting.

629

01:29:17.660 --> 01:29:24.939

25th UBL AGM: The scrutinizer shall submit his report on remote E voting and E voting at the annual General meeting.

630

01:29:25.270 --> 01:29:29.790

25th UBL AGM: 30 min time is being granted to members forecasting boats.

631

01:29:30.060 --> 01:29:40.420

25th UBL AGM: The voting rights, on receipt of the scrutinizer's report, shall be filed with the stock exchanges within 2 working days of the conclusion of the Agm.

632

01:29:40.570 --> 01:29:48.700

25th UBL AGM: Further voting results will be placed on the company's website and evoting website of Cdsl.

633

01:29:49.390 --> 01:29:57.970

25th UBL AGM: finally, it's my task to thank you for your participation at this agm. Over videoconferencing.

634

01:29:57.990 --> 01:30:04.060

25th UBL AGM: I now announce the formal closure of the 25th agm. Of the company.

635

01:30:04.170 --> 01:30:05.490

25th UBL AGM: Thank you very much.

636

01:30:05.920 --> 01:30:18.840

Monita Bala: Thank you, chairperson, thank you to all our board members and our dignitaries for joining. We now conclude the 25th agm. We thank all our shareholders who have joined us live for this agm, wishing you all a good day ahead. Thank you.

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