

WEBVTT

1 "Moderator Ashish" (2766401024)

00:00:26.845 --> 00:00:47.667

Good afternoon, everyone. A very warm welcome to all the panel members and the shareholder for the 42nd annual journal meeting of West Life Footwell Limited. We have the requisite member present for the quorum. Currently we have total 36 members present for this meeting. I now hand over the proceeding to the company secretary. Over to you sir. Thank you. Thank you moderator.

2 "Boardroom" (1528900864)

00:00:47.667 --> 00:01:13.400

Your members, good afternoon. I'm Dr. company security and compliance officer of your company. Conducting the 42nd annual meeting or AGM of the company promise registered office in Humbai. A great welcome to all members to the 42nd AGM through video conferencing of audio visual meetings. This has been done in compliance with the relevant circulars of 5th May 2020 8th April 2020.

3 "Boardroom" (1528900864)

00:01:13.400 --> 00:01:32.670

2021 5th May 22 20th of December 2220 5th of September 23, and the latest 19th 24 September of the Ministry of Corporate affairs government of India as of dated 12th May 2020 5th 15th January 21 13th May 22 5th January 23 and the latest concurred 24 October of the offsetting.

4 "Boardroom" (1528900864)

00:01:32.670 --> 00:01:49.200

In accordance with the articles of association of the company, the director's present have elected Mr. to be the chairperson of the meeting. Accordingly Mr. Jackhat is in the chair. Now for some important announcements, as a reminder, for the smooth conduct of the meeting.

5 "Boardroom" (1528900864)

00:01:49.200 --> 00:02:06.810

The Members will be in mute mode by default and their audio will be unmuted when they will speak at the AGM as per the pre registration and when they are called about to speak. Please ensure that your internet connection is stable and that your video camera is on, that there's good illumination and that background noise is minimized.

6 "Boardroom" (1528900864)

00:02:06.810 --> 00:02:26.550

In case there are connectivity issues when the shareholder is speaking, we will call call upon the next shareholder speaker to speak and we will come back to the original shareholder speaker after he or she has had a chance to restore connectivity. In case of technical difficulties, please call the help desk of our RTA MUFG in time and the helpline phone number mentioned in the notice.

7 "Boardroom" (1528900864)

00:02:26.550 --> 00:02:41.729

Please note that as per the requirements of applicable law, the proceedings of the ATM will be recorded and be made available on the website of the company. I now request that please take over the proceedings.

8 "Amit Jatia" (450727936)

00:02:41.729 --> 00:03:06.020

Good afternoon ladies and gentlemen, and a warm welcome to all of you to the 42nd AGM of West Life foodworld Limited through video conferencing. I Amit Jatia chairperson of the meeting. I'm attending this meeting from my home office. The requisite quorum being present, I declare this meeting to be validly constituted. I request a company secretary.

9 "Amit Jatia" (450727936)

00:03:06.020 --> 00:03:11.230

To introduce the members of our board of directors. Over to you.

10 "Boardroom" (1528900864)

00:03:11.230 --> 00:03:27.840

Thanks. I now introduce to you the directors of the company who are attending this meeting. Firstly, who is also chairperson of our stakeholders relationship committee, one of our sustainability and corporate social responsibilities committee attending from our homeworkers.

11 "Boardroom" (1528900864)

00:03:27.840 --> 00:03:45.570

Now Mr. Akshay, our executive director who is attending from his home office. Mr. Jyoton, who is also chairperson of our audit committee attending from our registered office. Mr., who is also chairperson of our risk management committee.

12 "Boardroom" (1528900864)

00:03:45.570 --> 00:04:03.600

And. We also have Mr. from Associates practicing company security.

13 "Boardroom" (1528900864)

00:04:03.600 --> 00:04:21.570

As crutalizer for this meeting. Also, we have Mr. chief financial officer of the company along with the management team of the company company including Mr., managing director of the company, our managing director of our subsidy who are attending this meeting from the company's registered office or from the respective locations.

14 "Boardroom" (1528900864)

00:04:21.570 --> 00:04:41.570

I will take us through certain important statutory points. We are holding this 42nd agent through video conference conferencing. This meeting format is in compliance with the directions issued by and the company has engaged MUFG in time India private Limited to registered transfer agent on RT.

15 "Boardroom" (1528900864)

00:04:41.570 --> 00:05:02.029

For hosting this at providing remotely and e voting facility at the. A live streaming of this meeting has been webcast from the RTS website. The company has provided the facility of remotely members in respect of the business to be transacted at the agent by economy.

16 "Boardroom" (1528900864)

00:05:02.029 --> 00:05:19.229

From 09:00 A.M. on 25th of September 2020 04:55 P.M. on Tuesday nine September 2025. Since there is NO physical attendance of the members, the

requirement proxies is not available. The following to be registers in documents three.

17 "Boardroom" (1528900864)

00:05:19.229 --> 00:05:35.219

One, the registered directors and key managing the personnel and their shareholder under section one 70 of the Register of contacts are the in which directors are interested under section one of 2nd document, and thirdly.

18 "Boardroom" (1528900864)

00:05:35.219 --> 00:05:55.219

Certificates received from secretary auditors as to the employee stock option trust came 2021 person to plus 13 of the semi, share based employee benefits and 2020 regulations 2021I kept open for inspection in electronic mode at the link available on the company's webpage and on end of the.

19 "Boardroom" (1528900864)

00:05:55.219 --> 00:06:14.339

The notice of the 42nd AGR along with the annual report for the financial year in 31 March 2025 have already been circulated to all the members. Hence I take the notice convenient this meeting as read, and I request that to please give a speech.

20 "Boardroom" (1528900864)

00:06:14.339 --> 00:06:25.911

You can't hear you. Oh.

21 "Amit Jatia" (450727936)

00:06:25.911 --> 00:06:53.689

Sorry, dear shareholders, good afternoon, a very warm welcome to the 42nd annual general meeting of West Life food world Limited. It is an honor to speak before you and reflect on the journey we have built together. We began in 1996 with a single mcdonald's in Bandra and today has become a story of scale, innovation, and trust. 04:38 restaurants across 69.

22 "Amit Jatia" (450727936)

00:06:53.689 --> 00:07:14.039

Serving millions every week from creating a local supply chain from scratch to localizing the menu, to embracing digital long, long before it was fashionable. We didn't just build restaurants. We built an industry. Three principles have guided us all along.

23 "Amit Jatia" (450727936)

00:07:14.039 --> 00:07:33.269

The courage to invest ahead of the curve, building the foundation right, even if it takes time and never stopping reinvention. These principles have remained as true for our future as they have been for our past. FY 25 tested us with the muted consumer sentiment.

24 "Amit Jatia" (450727936)

00:07:33.269 --> 00:07:48.689

Inflationary pressures and macro headwinds yet west Life delivered. Sales grew 4.2 % year on year with average sales per store at ₹59.3 million. Consolidated sales.

25 "Amit Jatia" (450727936)

00:07:48.689 --> 00:08:07.349

Crossed ₹24.9 billion reflecting a healthy three year CHDR of 16 %. Off premise channels contributed 42 % of sales continuing to grow ahead of the on premise, a strong validation of our omni channel model.

26 "Amit Jatia" (450727936)

00:08:07.349 --> 00:08:23.789

We sharpened our menu, kept affordability at the core, and drove operational efficiencies. The fundamentals remain unchanged. Clean restaurants, hot and tasty foods serve fast, and teams trained to deliver.

27 "Amit Jatia" (450727936)

00:08:23.789 --> 00:08:41.129

But agility keeps us relevant. Convenience, digital 1st experiences, and food that feels indulgent yet mildful are the heart of our promise today. This was a milestone year. We inaugurated our four hundredths restaurant.

28 "Amit Jatia" (450727936)

00:08:41.129 --> 00:08:59.489

And our hundred dry through. We added 47 new restaurants reinforcing our leadership in Western South India. As a part of our vision 2027, we are on track to scale to two 580 to 06:30 restaurants with deeper penetration.

29 "Amit Jatia" (450727936)

00:08:59.489 --> 00:09:14.699

Into high potential smaller cities. Longer term, our ambition is clear, to cross 1000 restaurants in India, backed by branch strength, rising consumer demand and untapped opportunity.

30 "Amit Jatia" (450727936)

00:09:14.699 --> 00:09:33.089

Growth without innovation is just numbers. That's why we are investing in AI and data to sharpen consumer insights, fuel menu innovation, and create experiences that connect globally but feel local. We are also embedding responsibility at every step.

31 "Amit Jatia" (450727936)

00:09:33.089 --> 00:09:53.089

Hundred percent of our oil paper coffee and fish are now sourced sustainably. We saved 40 million liters of water last year, enough to fill 16 olympic size pools or meet a month's drinking need of 7000 people. And overnight.

32 "Amit Jatia" (450727936)

00:09:53.089 --> 00:10:16.139

92 % of our restaurants run on energy management systems and cleaner fuel. We saved 60682 gigaels of energy enough to power over 10000 indian households for an entire year. Through RMHC India, we touched nearly 35000 lives supporting families of children in hospitals.

33 "Amit Jatia" (450727936)

00:10:16.139 --> 00:10:36.139

Internally, inclusivity and people development remain a priority. 40 % of our workforce are women, and being ranked 33rd by great places to work validates the culture we are building. For nearly three decades, West life food World has been proud to play its part.

34 "Amit Jatia" (450727936)

00:10:36.139 --> 00:10:57.659

In India's growth story. With over 11000 employees, a supply chain supporting over 10000 livelihoods opportunities created for more than 25000 farmers and the trust of 30000 Indian shareholders, we represent the power of collective progress. These are not just numbers, but lives touched.

35 "Amit Jatia" (450727936)

00:10:57.659 --> 00:11:15.839

And communities strengthened along the way. With humility and pride, we remain committed to creating value and contributing meaningfully to our nation's economic and social development in the decades ahead. None of this would have been possible without your trust.

36 "Amit Jatia" (450727936)

00:11:15.839 --> 00:11:35.839

To our shareholders consumers, and our exceptional team. Thank you. The Indian QSR market is at an inflection point. The opportunity ahead is unprecedented. With the brand, the scale and the team we have built, West Life is poised not just to lead, but to.

37 "Amit Jatia" (450727936)

00:11:35.839 --> 00:11:47.891

Find the future of QSR in India. Together, let's continue building this muck family and creating lasting value for all our stakeholders. Thank you.

38 "Boardroom" (1528900864)

00:11:47.891 --> 00:12:10.529

Thank you Amit for your speech. I would like to inform the shareholders that there are NO qualifications or observations or comments on financial transactions or matters which have any adverse effect on the functioning of the company mentioned in the auditor's report within the meaning of section 01:45 of the companies at 2030 and as a consequence day off, nothing in the auditor's report needs to be.

39 "Boardroom" (1528900864)

00:12:10.529 --> 00:12:27.959

Further the proposed remuneration to be paid to the secretary of auditor to conduct the secretary of audit for the financial year 2526 is 30000. The self remuneration excludes applicable taxes out of pocket expenses and any other services which are not prohibited by Sydney.

40 "Boardroom" (1528900864)

00:12:27.959 --> 00:12:43.679

The remuneration for the subsequent years of their term shall be fixed by the board of directors based on the recommendation of the audit committee of the company. I request shareholders with any queries on the items in the notice or who would like to discuss any items in the notice to please speak one by one now.

41 "Boardroom" (1528900864)

00:12:43.679 --> 00:13:01.499

The microphone and the video of the shareholder will have been muted by default and shall be unmuted only for the registered speakers who are registered. Based on emails received by the company has registered ten

speaker members who will be expressing their views or asking questions. Speaker members are requested to restrict their views and questions.

42 "Boardroom" (1528900864)

00:13:01.499 --> 00:13:21.499

Two 3 min each. Now I will request a moderator, Ashish, to call out the names of express their views or ask questions. We will club any common questions, and we will answer all the questions together at the end. After all the shareholders are completed speaking, the relevant process from the management will answer them.

43 "Boardroom" (1528900864)

00:13:21.499 --> 00:13:23.159

Questions.

44 "Boardroom" (1528900864)

00:13:23.159 --> 00:13:43.159

Okay if any shareholder is unable to join because of some other commitment, we will come back to you. We will circle back to you as the others speak so that everybody gets the opportunity of being heard. I now request a moderator from.

45 "Boardroom" (1528900864)

00:13:43.159 --> 00:13:50.969

Unmute one by one speakers register for speaking this. Yeah.

46 "Moderator Ashish" (2766401024)

00:13:50.969 --> 00:14:10.335

Thank you so for speaker number one, miss HS Patel is currently not present in the panel, so I know you had speaker number two, Mr. Irani. Okay. Misterani, you are in the panel. Please start your video and you may ask a question.

47 "Mr. Adil Polad Irani" (514979584)

00:14:10.335 --> 00:14:38.579

Okay, now you unmuted me. Okay I mean, you should I mean you should I mean anyway, thank you for allowing me to speak. I'm a shareholder in this company since a long time and I mean the chairman had a good speech I mean, how do we improve, how do everything was nice basically but finally at the end of the day, my dear chairman, when was the last time you gave a dividend to the shareholder? I'm a shareholder and I mean we are not traders.

48 "Mr. Adil Polad Irani" (514979584)

00:14:38.579 --> 00:15:09.149

So basically the I I body at a certain price, it has gone down below the price. I, I mean a moderator where why cannot see the the board? I can see your name. Moderator Ashish. Why are you putting your name over here? I want to see the board. I want to see the chairman, I want to see the other people on the board. Why are you hiding? What is the reason? Hello.

49 "Boardroom" (1528900864)

00:15:09.149 --> 00:15:14.692

You'll be able to see everybody. Hello.

50 "Mr. Adil Polad Irani" (514979584)

00:15:14.692 --> 00:15:16.830

Hello?

51 "Moderator Ashish" (2766401024)

00:15:16.830 --> 00:15:29.108

Yeah tell me? Yeah, so who is having a speech, he will be in the bigger frame. So currently you are having a session so you will be in a bigger frame. And once you unmute yourself, then you will be able to see the boardroom.

52 "Mr. Adil Polad Irani" (514979584)

00:15:29.108 --> 00:15:33.009

I will under what what do you want me to do? Once you complete your speech and.

53 "Moderator Ashish" (2766401024)

00:15:33.009 --> 00:15:37.332

Unmute yourself then will be able to.

54 "Mr. Adil Polad Irani" (514979584)

00:15:37.332 --> 00:15:48.959

Okay ok ok ok so that is what it is. I mean, when was the last time you gave a dividend or if at all you gave any dividend I don't know. I'm trying to look ten years, 20 years, you know, there are some people who mention.

55 "Mr. Adil Polad Irani" (514979584)

00:15:48.959 --> 00:16:11.890

Hey this is the progress of the company last ten years the figures I mentioned. Now we are at 42 years, basically, 42nd annual report. So that is what it is. I mean I mean there are other people behind me, so I will not take time. Chairman, please note that is it. Okay, thank you. Thank you, sir.

56 "Boardroom" (1528900864)

00:16:11.890 --> 00:16:16.291

The moderator next speaker.

57 "Moderator Ashish" (2766401024)

00:16:16.291 --> 00:16:27.231

Thank you, Misterani, and I invite speaker number three mr. Gaurav Kumarcing. Mr. Gaurav, you are in the panel. Please start your video and you may ask your question.

58 "Gaurav Kumar Singh" (321291008)

00:16:27.231 --> 00:16:59.239

Oh, hello. Yes, you are audible sir. Thank you so much. Good afternoon to all of you. My name is 1st of all, thank you so much for giving me the opportunity. So I feel proud to be a shareholder as well as the customer of this company and special day for me as it is my birthday, so it's really a pleasure to expect my views in front of you. Sir, one thing I must say that NO one from the company contacted me to know my concern.

59 "Gaurav Kumar Singh" (321291008)

00:16:59.239 --> 00:17:17.399

But however we got call from your rts, so please look into it. My question to the management are that what is your plan for next two to three years and what is the what is the impact of our business operation? How we are using it and how will it impact employment in our company?

60 "Gaurav Kumar Singh" (321291008)

00:17:17.399 --> 00:17:32.759

Next is how many company owned outlets and franchisee outlets currently we have. Last is what is your targets amount to spend on CSR activities for current financial year? I support all the resolution along with all my family members.

61 "Gaurav Kumar Singh" (321291008)

00:17:32.759 --> 00:17:56.408

I also wish to convey my greetings for the upcoming tested season. Once again I wish to thank our CFO from the secretary and his entire security team for maintaining high standard of property governance. In the end I wish a great future for the company and a great help for all of you. Thank you so much.

62 "Boardroom" (1528900864)

00:17:56.408 --> 00:17:58.692

Thank you. Happy birthday.

63 "Moderator Ashish" (2766401024)

00:17:58.692 --> 00:18:14.328

Thank you mr. Gaurav. Our speaker number four Mr. is currently not present in the panel. So I know invite speaker number five miss Lakasha. Lekha ma'am you are in the panel. Please start your video and you may ask a question.

64 "Lekha Shah" (161138432)

00:18:14.328 --> 00:18:17.407

Hello? I mean?

65 "Moderator Ashish" (2766401024)

00:18:17.407 --> 00:18:20.849

Yes ma'am, you are audible. Thank you.

66 "Lekha Shah" (161138432)

00:18:20.849 --> 00:18:33.745

Greetings of the day. 1st of all, I would like to thank our community for giving me this opportunity and small smooth process where I'm able to talk in front of.

67 "Lekha Shah" (161138432)

00:18:33.745 --> 00:18:54.179

Few all in AGM. I found the agent notice and I'm delighted to say it's so beautiful, full of colleagues and place. I would like to ask few questions. My 1st question is, how much our team current financial year will effect of the trade wire?

68 "Lekha Shah" (161138432)

00:18:54.179 --> 00:19:10.979

And my second question is, what is the total number of employees? And my 3rd question is, how many woman employees are working in our company? Shall I hope the company will continue video conference meeting in future? So I would like to say.

69 "Lekha Shah" (161138432)

00:19:10.979 --> 00:19:29.312



I call type the support all the illustrations for today's meeting. Since linking them allowed to log in without any problem, I would like to thank them for their best services especially Ashish by. Thank you sir.

70 "Boardroom" (1528900864)  
00:19:29.312 --> 00:19:31.170  
Thank you so much.

71 "Moderator Ashish" (2766401024)  
00:19:31.170 --> 00:19:42.698  
Speaker number six Misterpa Gundaro. Misterpa you are in the panel. Please start your video and you may ask your question.

72 "Reddeppa Gundluru " (2509281280)  
00:19:42.698 --> 00:20:00.509  
Yes, you are audible sir. I just have a company secretary giving this opportunity to speak. 1st of all, respector Chairmanji, all the board of directors, my company secretary scrutinagers, auditors and fellow members. Good afternoon.

73 "Reddeppa Gundluru " (2509281280)  
00:20:00.509 --> 00:20:17.039  
I'm very happy proud about the company. Thank you for sending the annual report. Beautiful annual report quality and report numbers.

74 "Reddeppa Gundluru " (2509281280)  
00:20:17.039 --> 00:20:32.489  
Figures photos, our services excellence, everything is there. So prompt you send the annual report. I gone through the annual report, this is a wonderful corporate governcy transference, high standard governance and thank you for all the.

75 "Reddeppa Gundluru " (2509281280)  
00:20:32.489 --> 00:20:47.519  
The our staff like they are together and prepared the annual report and thank you for everything and the speeches called a lot of the progress information about my company.

76 "Reddeppa Gundluru " (2509281280)  
00:20:47.519 --> 00:21:02.759  
I have a couple of questions that I would like to ask you the how many new stores are we opened in this financial 25 and what is the target for financial 26? What percent of revenue from comes from the delivery and dining and.

77 "Reddeppa Gundluru " (2509281280)  
00:21:02.759 --> 00:21:18.359  
The drive through formats. How's even company planning to expand the into type two and type three cities part measure of measures of being taken to improve the same store, same growth SS SSD.

78 "Reddeppa Gundluru " (2509281280)  
00:21:18.359 --> 00:21:33.599  
So about the strategy and growth person what is the company's plan to, for new products launches in the makeup and breakfast categories and other question is how is how important is digital.

79 "Reddeppa Gundluru " (2509281280)

00:21:33.599 --> 00:21:49.139

Ordering and loyalty apps for future growth and what is the current contribution from these channels I would like to know sir and are there any plans to collaborations or with the delivery platforms or other brands?

80 "Reddeppa Gundluru " (2509281280)

00:21:49.139 --> 00:22:09.139

Thank you sir, with this supporting has been done sir. Once again appreciation to all the companies and the annual report is very beautiful sir. I'm repeating this very beautiful wonderful annual reports that has been done. Please continue and we see also sir, we have paid on report.

81 "Reddeppa Gundluru " (2509281280)

00:22:09.139 --> 00:22:25.589

Go ahead and take up our company growth under your leadershipment higher milestones, higher awards, higher revenue growths. So that's the reason once again I wished all the break and also I pray God to give the more wisdom.

82 "Reddeppa Gundluru " (2509281280)

00:22:25.589 --> 00:22:40.771

More strength, more power, more happiness center. Thank you sir.

83 "Moderator Ashish" (2766401024)

00:22:40.771 --> 00:22:52.929

Thank you Mr.. I know I invite speaker number seven mr. Neil Meta. Mr. Meta, you are in the panel. Please start your video and you may ask your question.

84 "Anil Mehta" (756942848)

00:22:52.929 --> 00:22:55.255

Hello? Yeah mr. method.

85 "Moderator Ashish" (2766401024)

00:22:55.255 --> 00:22:56.509

You are audible. Thank you.

86 "Anil Mehta" (756942848)

00:22:56.509 --> 00:23:13.439

Thank you Ashish. Thank you. Good afternoon to all this is attend this meeting from my Residence. Sir, the 1st question is that looking to the trade war and the present situation with our neighbor country.

87 "Anil Mehta" (756942848)

00:23:13.439 --> 00:23:31.799

And also the present repo repo rate. And now presently also the changes in the slave of the GST, how much the growth can we expect in a current FI 2020 05:26? Now sir, I want to know the telephone number 0 224-913-5000.

88 "Anil Mehta" (756942848)

00:23:31.799 --> 00:23:51.799

For which purpose we are utilizing because from the last two years, even last year also, telephone is not working. Then I have sent a mail also there is NO any reply from your site. So what is the issue that I want to know? As a shareholder, we are supporting all the resolution and thanks

to 2nd department for the cooperation. Thank you and all the best for the bright future of our company.

89 "Anil Mehta" (756942848)  
00:23:51.799 --> 00:23:56.406  
Yeah.

90 "Moderator Ashish" (2766401024)  
00:23:56.406 --> 00:24:06.429  
Thank you Mr.. And I invite speaker number eight. Please start your video and you may ask your question.

91 "Vinod Agarwal" (483087872)  
00:24:06.429 --> 00:24:28.309  
Hello, can you hear me? Yes. And CS and Dr. Sankupta. Good afternoon in regards to everyone sir. I've gone through your annual report sir. The revenues are better than last year. The pad has come down but substantially.

92 "Vinod Agarwal" (483087872)  
00:24:28.309 --> 00:24:48.309  
It was 69 last year it has come down to only twelves which has resulted into an EPS only 78 % against an EPS of 4.44 % i have noted that you have declared an interim dividend of rupee zero point 75 % in July this year.

93 "Vinod Agarwal" (483087872)  
00:24:48.309 --> 00:25:08.479  
So that the dividend would go into the next year in the financial year. It cannot be within this financial year, so you have declared a dividend for the next financial year already. So pleased with that sir, you didn't give the dividend for the financial year in the FI 25, but they have already declared dividend for FI 26.

94 "Vinod Agarwal" (483087872)  
00:25:08.479 --> 00:25:23.909  
Which is very good sir. Now, within the annual report we mentioned that we've got 438 stores and four and 18 mcaffees and this thing and we are targeting to open up to reach a target of five 80 to 06:30 restaurant by the year.

95 "Vinod Agarwal" (483087872)  
00:25:23.909 --> 00:25:43.909  
2027. So I'd like to know how much is a CapEx per restaurant that the the company would be spending and how long does it take for a restaurant to become profitable and profitable within after it opens up. These are my only basic query. I do not want to.

96 "Vinod Agarwal" (483087872)  
00:25:43.909 --> 00:26:00.049  
Go long into the this thing of the company, I wish the company all the best, the company will come out with better results with the new stores opening and see new restaurants opening I sign up, thank you for giving me time to speak.

97 "Moderator Ashish" (2766401024)  
00:26:00.049 --> 00:26:13.568

Thank you, mr. Garwath. I know invoice speaker number nine miss Prakashni. You are in the panel. Please start your video and you may ask a question.

98 "Prakashini Shenoy" (1863124736)

00:26:13.568 --> 00:26:29.046

Yeah, thank you Ashish. Ashish, thank you very much. I'm Prakashni from.

99 "Boardroom" (1528900864)

00:26:29.046 --> 00:26:31.348

Hello, we lost.

100 "Prakashini Shenoy" (1863124736)

00:26:31.348 --> 00:26:47.669

So I received the time, which is colorful, informative, transparent and contains all the information as for the corporate governance. I thank the company secretary and his team for the same. I should not forget to thank you once again for reminding me of today's meeting without which I won't be in a position to speak.

101 "Prakashini Shenoy" (1863124736)

00:26:47.669 --> 00:27:04.739

Thank you chairman so for your wonderful speech. So many questions I wanted to ask. Most of them are covered in your speech. Thank you very much. And then I have some questions. Find highlight the future roadmap for growth and risk in business due to global situation.

102 "Prakashini Shenoy" (1863124736)

00:27:04.739 --> 00:27:24.739

And my next next question is, is there any change on DSP rate on our company after the differences of rates? Please let me know. And what is the future plan of the company? How are we planning for digital India? I wish the company good luck for a bright future and pray God that the profit of the company shall.

103 "Prakashini Shenoy" (1863124736)

00:27:24.739 --> 00:27:28.247

Sir, I strongly and wholeheartedly.

104 "Boardroom" (1528900864)

00:27:28.247 --> 00:27:31.071

Support all the time.

105 "Prakashini Shenoy" (1863124736)

00:27:31.071 --> 00:27:37.334

Thank you chairman, sir.

106 "Moderator Ashish" (2766401024)

00:27:37.334 --> 00:27:52.095

Thank you madam. Our last speaker number ten mr. Satisha is currently not present in the panel. So with this we completed with the speaker share other queries. I know ahead with the proceeding.

107 "Boardroom" (1528900864)

00:27:52.095 --> 00:27:59.707

Have not spoken?

108 "Moderator Ashish" (2766401024)

00:27:59.707 --> 00:28:07.323

So currently our speaker number one missed Patel. She is still not present in the panel. She's still not present in the panel.

109 "Boardroom" (1528900864)

00:28:07.323 --> 00:28:08.764

Anybody.

110 "Moderator Ashish" (2766401024)

00:28:08.764 --> 00:28:12.849

No.

111 "Boardroom" (1528900864)

00:28:12.849 --> 00:28:34.349

So please give us 5 min, five to 10 min while the management compiles the answer to your questions or the speakers will be muted. You can now watch some of our brand videos in the meantime, so Ashish, please do play our brand videos and directors in the meantime can disconnect from this meeting and join, join separately.

112 "Boardroom" (1528900864)

00:28:34.349 --> 00:28:41.170

Okay.

113 "Moderator Ashish" (1750444288)

00:28:41.170 --> 00:29:09.929

Our food, your mood. It's a Megdy thing. Hungry.

114 "Moderator Ashish" (1750444288)

00:29:09.929 --> 00:29:29.929

Mcdonald's, your night shifts are a night shift. It's a meggy thing. Presenting Mexican Exava combo, atropy 69 only. Big on taste, big on value. It's a meggy thing. Mcdonald's Gunnyark crispy betgyberger, a trunchy exotic.

115 "Moderator Ashish" (1750444288)

00:29:55.459 --> 00:30:19.939

Sanjeev so, I learned cooking from you only. Lovely to meet you. Our favorites. Mcdonald's knew hundred percent wedge protein.

116 "Moderator Ashish" (1750444288)

00:30:19.939 --> 00:30:35.969

Plus slices, above your favorite swing. Perfect. I'll have two slices. I have clean. Oh. Hundred percent wedge, protein plus slices, above your favorite workers way.

117 "Moderator Ashish" (1750444288)

00:30:35.969 --> 00:30:55.469

It's my mcdonald's. Truck.

118 "Moderator Ashish" (1750444288)

00:31:15.469 --> 00:31:39.829

Hungry. Mcdonald's, your night shifts are a night shift. It's a Mendy thing. Presenting Mexican Mexava combo, atropy 69 only. Big on taste, big on value. It's a meggy thing. Mcdonald's ganayark, Crispine betgyberger, crunchy exotic.

119 "Moderator Ashish" (1750444288)

00:31:39.829 --> 00:32:05.359

Which patty glazed ones of rich creamy sauce about his con crunch.

120 "Moderator Ashish" (1750444288)

00:32:05.359 --> 00:32:29.839

Sanjeev so, I learned cooking from you only. Lovely to meet you. Her favorites? McDonald's new hundred percent wedge protein.

121 "Moderator Ashish" (1750444288)

00:32:29.839 --> 00:32:46.859

Slices. I've your favorite swing. Perfect. I'll have two slices. I have clean. Oh, hundred percent wedge, protein plus slices. I've your favorite workers. That's my McDonald's.

122 "Moderator Ashish" (1750444288)

00:32:46.859 --> 00:33:06.419

So After you?

123 "Moderator Ashish" (1750444288)

00:33:26.419 --> 00:33:50.839

Hungry, McDonald's, your night shift are a night shift. It's a Megdy thing. Presenting Mexican makes several combo entropy 69 only. Big on taste, big on value. It's a Megdy thing. McDonald's gonna crispy bedgyberger, crunchy exotic.

124 "Moderator Ashish" (1750444288)

00:33:50.839 --> 00:34:16.369

He glazed ones of rich creamy sauce about his con crunch.

125 "Moderator Ashish" (1750444288)

00:34:21.869 --> 00:34:41.869

Sanjeev so I learned cooking from you only. Lovely to meet you. Our favorites? McDonald's knew hundred percent with protein plus slices about.

126 "Moderator Ashish" (1750444288)

00:34:41.869 --> 00:34:57.749

Favorites way. Perfect. I'll have two slices. I'll have clean. Oh, hundred percent wedge protein plus slices have archived favorite workers. That's my McDonald's.

127 "Moderator Ashish" (1750444288)

00:34:57.749 --> 00:35:17.749

The.

128 "Moderator Ashish" (1750444288)

00:35:17.749 --> 00:35:33.059

Our food, your mood. It's a medy thing. Hungry.

129 "Moderator Ashish" (1750444288)

00:35:33.059 --> 00:35:53.059

McDonald's, your night shift, our night shift. It's a Mendy thing. Presenting Mexican mixed combo attropy 69 only. Big on taste, big on value. It's a meggy thing. McDonald's Ganaya crispy bedgyberger, a crunchy exotted.

130 "Moderator Ashish" (1750444288)

00:36:13.649 --> 00:36:30.749

Sanjeev so, I learned cooking from you only.

131 "Moderator Ashish" (1750444288)

00:36:30.749 --> 00:36:50.749

Lovely to meet you. Our favorites Mary lake mixed by extra protein at. Mcdonald's new hundred percent with protein plus slices about your favorites way. Perfect. I have two slices. I have clean. Oh.

132 "Moderator Ashish" (1750444288)

00:36:50.749 --> 00:37:15.479

Hundred percentage, protein plus slices of favorite workers. That's my mcdonald's. So.

133 "Moderator Ashish" (1750444288)

00:37:15.479 --> 00:37:35.479

Our food, your mood. It's a mendy thing. Hungry.

134 "Moderator Ashish" (1750444288)

00:37:35.479 --> 00:37:55.789

Mcdonald's, your night shift, our night shift. It's a Megdy thing. Presenting Mexican Mex ever combo at Ruby 69 only. Big on taste, big on value. It's a meggy thing. Mcdonald's gunnyard, crispy bedgyberger, a crunchy exotic.

135 "Moderator Ashish" (1750444288)

00:37:55.789 --> 00:38:21.259

Edge patty glazed ones of rich creamy sauce around his concrunch.

136 "Moderator Ashish" (1750444288)

00:38:26.730 --> 00:38:46.730

Sanjeev so, I learned cooking from you only. Lovely to meet you. At calling up our favorites? Extra protein at. Mcdonald's knew hundred percent with protein plus slices about.

137 "Moderator Ashish" (1750444288)

00:38:46.730 --> 00:39:02.700

Take your favorite swing. Perfect. I'll have two slices. I have clean. Oh, hundred percent wedge protein plus slices of our favorite burgers. That's my mcdonald's.

138 "Moderator Ashish" (1750444288)

00:39:02.700 --> 00:39:20.340

So afternoony. Okay? Chuck.

139 "Amit Jatia" (450727936)

00:41:01.625 --> 00:41:02.700

Are you ready?

140 "Amit Jatia" (450727936)

00:41:02.700 --> 00:41:28.729

Yeah. We'll need doc because he has to read stuff.

141 "Boardroom" (1528900864)

00:41:28.729 --> 00:41:38.427

Okay.

142 "Amit Jatia" (450727936)

00:41:38.427 --> 00:41:49.052

I can't hear you guys yeah Can we start, please? Yeah, yeah, we start, we started started.

143 "Boardroom" (1528900864)  
00:41:49.052 --> 00:41:51.089  
Let's see.

144 "Amit Jatia" (450727936)  
00:41:51.089 --> 00:42:06.263  
Eric, are you already.

145 "Boardroom" (1528900864)  
00:42:06.263 --> 00:42:07.123  
Okay.

146 "Amit Jatia" (450727936)  
00:42:07.123 --> 00:42:14.288  
They can't hear us. Can you hear us now?

147 "Moderator Ashish" (2766401024)  
00:42:14.288 --> 00:42:21.473  
Yes sir, you're audible.

148 "Boardroom" (1528900864)  
00:42:21.473 --> 00:42:24.789  
Yeah, are we are we audible?

149 "Moderator Ashish" (2766401024)  
00:42:24.789 --> 00:42:29.846  
Which you are audible sir.

150 "Boardroom" (1528900864)  
00:42:29.846 --> 00:42:57.107  
Thank you also waiting. Now we will now answer your questions and this is and members of our management team are available to answer your questions. So sort of over to you.

151 "Amit Jatia" (450727936)  
00:42:57.107 --> 00:42:59.127  
Yeah, yeah, i'm waiting. Come on let's start.

152 "Boardroom" (1528900864)  
00:42:59.127 --> 00:43:04.306  
Yeah.

153 "Amit Jatia" (450727936)  
00:43:04.306 --> 00:43:07.411  
Are we back on? Yeah, we are back. Sorry, sorry.

154 "Boardroom" (1528900864)  
00:43:07.411 --> 00:43:08.343  
Good.

155 "Amit Jatia" (450727936)  
00:43:08.343 --> 00:43:11.504  
No wait, let me let me start. Okay ready?

156 "Boardroom" (1528900864)



00:43:11.504 --> 00:43:14.910  
Yes yes. Okay.

157 "Amit Jatia" (450727936)  
00:43:14.910 --> 00:43:36.771

Thank you very much for all the questions. I really appreciate your taking the time and for all the kind words. I will have Saurabh, our managing director for hard Castle restaurants, and Rushith our CFO take all the operating questions. Please go ahead, Saurabh and Rushid.

158 "Boardroom" (1528900864)  
00:43:36.771 --> 00:43:54.930

Thank you, Amit, and thank you everyone for all the questions you've asked. So we've broadly bucketed into four areas. So 1st let me talk about the future growth potential. Thank you for all your belief in the mcdonald's brand, and needless to say we are working on four big strategies as we unlock our next phase of growth.

159 "Boardroom" (1528900864)  
00:43:54.930 --> 00:44:11.340

One remains around menu, which is the new products which we are gonna launch and that includes all the areas which we, which everybody spoke about, including muck cafe and breakfast. While I'll not be able to give you all the details of the menu lineup, but we've got a strong venue lineup plan.

160 "Boardroom" (1528900864)  
00:44:11.340 --> 00:44:29.040

For us to be able to continue to grow in the marketplace, 2nd part is value. Now value is an integral part of the proposition of in which there is affordable price and the moments in mcdonald's make you feel happy, we will continue to work to deliver value to the consumers.

161 "Boardroom" (1528900864)  
00:44:29.040 --> 00:44:44.160

And the 3rd lever is around digital and omni channel. Digital and omni channel plays a very critical part in engaging customers in today's day and age, because whether you look at all the interventions, including offers for the youngsters.

162 "Boardroom" (1528900864)  
00:44:44.160 --> 00:45:00.270

To being able to have a loyalty program, everything is today enabled by digital. And the last part of our now business is also delivery which actually is fully and fully digital. So it is an important lever for us and we look at ourselves as a digital omni channel brand.

163 "Boardroom" (1528900864)  
00:45:00.270 --> 00:45:18.660

Where there is a for you for every occasion, be it at dining where you can enjoy a cup of coffee with a, with a greater or at home when you want to have an evening dinner with your family. So we think about ourselves and digital only, so these are the three levers which will continue to work on.

164 "Boardroom" (1528900864)  
00:45:18.660 --> 00:45:36.120

Second around boosting consumption because of GST, I think government has done a fantastic move by reducing GST While our GST remain unchanged, we are very optimistic of what this can deliver from a consumption standpoint and what it will deliver is yet to be.

165 "Boardroom" (1528900864)

00:45:36.120 --> 00:45:52.530

Yet to play out, so we remain optimistic of what it can do to our growth potential. 3rd part was around store opening rate. So we've been talking about opening 40 to 50 restaurants a year and we believe now the time is right where you can start to move the needle further up.

166 "Boardroom" (1528900864)

00:45:52.530 --> 00:46:07.890

And 4260 would remain our guidance for the next couple of years. As far as for restaurant is concerned, typically three and a half to four CR four and total CapEx outflow from from our standpoint remains.

167 "Boardroom" (1528900864)

00:46:07.890 --> 00:46:24.870

Between 02:30 to two 60 CR and that will remain as a guidance for the next two three years. So that's largely all the questions. We don't see any impact of trade war on us. We are a hundred percent indian company, so we don't see us having any impact because of trade war.

168 "Boardroom" (1528900864)

00:46:24.870 --> 00:46:42.360

We will continue to inform people about any misinterpretation of mcdonald's being by mcdonald's remains not an indian brand, but we are an absolute Indian company operating the mcdonald's brand and that's hundred percent Indian. In fact, all our venue is Indian created by India for India.

169 "Boardroom" (1528900864)

00:46:42.360 --> 00:47:01.080

And towards this country and the country's growth. So we remain committed and we don't see any issues from a trade was. Finally second part was around employee strength and CSR. So on CSR we spent 1.8 CR. We are committed to Amit had mentioned in his note about the charity.

170 "Boardroom" (1528900864)

00:47:01.080 --> 00:47:21.080

Where where we touch a lot of lives of kids who are, who are suffering from cancer. We would like to also provide some amount of accommodation for people who don't have it with RMSC house coming into place. So all that is work which we are doing to ensure we also deliver to our communities. So CSR happens.

171 "Boardroom" (1528900864)

00:47:21.080 --> 00:47:43.800

This should be an important agenda, but what we spent was 1.8 CR and we remain committed to as a cause. Our employee's strength is around 13000 and this 30000 strong employees will keep on increasing as the base of the restaurant we continue to open around 40 to 60 restaurants, so you can around 1500 to 1600 jobs will keep getting added every year.

172 "Boardroom" (1528900864)

00:47:43.800 --> 00:48:00.510

So that's, that's the the broad story of the two areas around digit around dividend and profitability along with GSC impact, let me pass it on top. Thank you sort of from a profitability point of view, last year we delivered a net profit of twelve cross 15 1500000 cookies.

173 "Boardroom" (1528900864)

00:48:00.510 --> 00:48:20.510

On dividend front, for FY 24, we declared the dividend and paid out dividend of three UPS 45 % per share. For FY 25, there was while there was NO dividend, but we already paid an interim dividend of 75 % per share for FY 26. Cumulatively, it takes us to about four weeks 20 % for.

174 "Boardroom" (1528900864)

00:48:20.510 --> 00:48:41.480

For two years but cumulatively together. On GST front, as, as, as mentioned, there is NO change in rate from our output tax liability perspective and you know we would we are very confident about the the the impact of the positive impact it would have on consumption and we we thank the government for the positive steps.

175 "Boardroom" (1528900864)

00:48:41.480 --> 00:48:53.722

I think with that we covered all the all the question answers and I'll pass it back to Dr.. So back to you.

176 "Amit Jatia" (450727936)

00:48:53.722 --> 00:49:21.840

Yes. So thank you all for the question and answer session. In compliance with the compulsory requirements of the company's Act and rules being section 108 of the company's Act 2013 and rules 20 and 22 of the company's management and administration rules 2014 and regulation 4041 of the securities and exchange board of India.

177 "Amit Jatia" (450727936)

00:49:21.840 --> 00:49:41.840

Listing obligations and disclosure requirement regulation 2015. I would like to inform shareholders that the company as Julie provided the facility of electronic voting or remote e voting as also the option of e voting during the AGM to its shareholders. The remote e voting has been opened.

178 "Amit Jatia" (450727936)

00:49:41.840 --> 00:50:04.550

To shareholders from 09:00 A.M. on Friday, 5 September 2020 04:55 P.M. on Tuesday September 92025. The voting has been duely conducted accordingly and the independence scrutinizer appointed by the board mrs. MSDS and associates. Practicing company secretaries shall be scrutinizing the vote.

179 "Amit Jatia" (450727936)

00:50:04.550 --> 00:50:35.600

So cast. A year by authorized a company secretary, dr. Shatadru and Gupta to declare and upload the results of the e voting as required by applicable law. The three resolutions are proposed to be passed at this meeting. The objective of each is to fulfill statutory requirements under the company's Act 2013 and various seby regulations. Passing these regulations will imply compliance by the company with law. Now over to our company secretary, dr. Shatadu Shangupta.

180 "Amit Jatia" (450727936)  
00:50:35.600 --> 00:50:39.249  
To take the meeting further. Thank you.

181 "Boardroom" (1528900864)  
00:50:39.249 --> 00:50:54.480  
As you said, there are three resolutions involved in the business to be transacted and set out in the notice of this meeting. We take all those resolutions and set business as a tent. Now, those traders who have not cast their vote yet through remotely voting process.

182 "Boardroom" (1528900864)  
00:50:54.480 --> 00:51:09.870  
May ask their votes now by means of e voting facility available during the ATF for 15 min from now in the manner set out in the notice of this meeting. After which I will request madam MSDSM associates in the independent practicing company sessions.

183 "Boardroom" (1528900864)  
00:51:09.870 --> 00:51:29.400  
To scrutinize all the votes cast and furnish their report in accordance with the relevant rules. The proceeding of the meeting along with the results of the voting will be published on the company's website that in and on the website of the RTA MUFG India private Limited at least.

184 "Boardroom" (1528900864)  
00:51:29.400 --> 00:51:46.530  
It will also be provided to the national stock Exchange at NSC India.com in accordance with the listing regulations. Further in accordance with the set rules.

185 "Boardroom" (1528900864)  
00:51:46.530 --> 00:52:06.530  
The resolution should be deemed to have been passed on the date of this meeting. Further, I recorded transcript of the meeting shall as soon as possible be made available on the website to the company at westland and you have 15 min from now to cast your vote electronic. The e voting process begins now. I'll be viewing you back after 15 min. You may also watch someone.

186 "Boardroom" (1528900864)  
00:52:06.530 --> 00:52:10.440  
During the step after your customer.

187 "Boardroom" (1528900864)  
00:52:10.440 --> 00:52:30.330  
Moderator, you may start the videos again and the shareholders are free to exercise their votes now for the next 15 min at this time you are. It's now over to the shareholders to vote.

188 "Moderator Ashish" (2766401024)  
00:52:30.330 --> 00:52:42.549  
Meeting lines are open for the shareholders and the corporate video is also played for them.

189 "Amit Jatia" (450727936)  
00:52:42.549 --> 00:52:47.647

Now talking between the panel.

190 "Boardroom" (1528900864)  
00:52:47.647 --> 00:53:01.730  
Not on this, not on the.

191 "Moderator Ashish" (2766401024)  
00:53:01.730 --> 00:53:05.370  
Okay.

192 "Moderator Ashish" (2766401024)  
00:53:05.370 --> 00:53:25.370  
Recording good hear you recording.

193 "Boardroom" (1528900864)  
01:05:44.984 --> 01:05:46.320  
Because of it.

194 "Moderator Ashish" (2766401024)  
01:06:07.230 --> 01:06:08.510  
Yes sir?

195 "Boardroom" (1528900864)  
01:06:08.510 --> 01:06:10.490  
Are we audio from the boardroom?

196 "Moderator Ashish" (2766401024)  
01:06:10.490 --> 01:06:13.568  
Yes yes, you are audible sir. Okay, great.

197 "Moderator Ashish" (2766401024)  
01:06:16.053 --> 01:06:22.209  
So what he will close at three eight sir, so at three we can start with the vote of thanks.

198 "Boardroom" (1528900864)  
01:06:22.209 --> 01:06:23.872  
How many minutes remain?

199 "Moderator Ashish" (2766401024)  
01:06:23.872 --> 01:06:32.290  
Three eight sir, we have more 2 min 2 min yeah so just inform the chairman sir to join because our chairman sir, I think leave the meeting.

200 "Boardroom" (1528900864)  
01:06:32.290 --> 01:06:57.950  
And that's ok, that's ok. I will take. Okay ok so ok.

201 "Boardroom" (1528900864)  
01:07:34.820 --> 01:07:47.704  
Okay, please confirm.

202 "Moderator Ashish" (2766401024)  
01:07:47.704 --> 01:08:01.729  
Wait for the confirmation sir. We are going live now. Okay. So we are live now, please start your video and you may continue with the speech.

203 "Boardroom" (1528900864)

01:08:01.729 --> 01:08:19.830

Okay Ladies and gentlemen, your kind attention, please. The 15 min have elapsed and the evoting process is not complete. I now propose a vote of thanks. On behalf of the entire board of directors, I thank you all for your participation.

204 "Boardroom" (1528900864)

01:08:19.830 --> 01:08:31.272

And announce the meeting concluded. I request the moderator to please.