



BETA DRUGS LIMITED

“16th Annual General Meeting”

September 30th, 2021

CORPORATE PARTICIPANTS:

Mr. Rahul Batra

Chairman-cum-Managing Director of Company;

Mr. Varun Batra

Joint Managing Director of Company;

Mr. Balwant Singh

Whole-time Director of Company;

Mrs. Seema Chopra

Whole-time Director of Company;

Mr. Manmohan Khanna

Independent Director & Chairman of Audit Committee as well as Nomination and Remuneration Committee;

Mrs. Rajni Brar

Company Secretary

Mr. Nipun Arora

Chief Financial Officer of the Company

Mr. Lajpat Rai Kalra

Statutory auditor;

Mr. Dinesh Bhandari

Secretarial auditor

Other key executives and senior management and Shareholders.

Mrs Rajni Brar: (0:00:20)

Good afternoon, ladies and gentlemen!

Welcome to the 16th Annual General Meeting of Beta Drugs Limited, going to be held through video conference today. I am Rajni Brar, Company Secretary of Beta Drugs Limited. Let me introduce to you the Member of the Board and Senior management present at respective locations for today's AGM

Mr. Rahul Batra, Chairman-cum-Managing Director of Company;

Mr. Varun Batra, Joint Managing Director of Company;

Mr. Balwant Singh, Whole-time Director of Company;

Mrs. Seema Chopra, Whole-time Director of Company;

Mr. Manmohan Khanna, Independent Director & Chairman of Audit Committee as well as Nomination and Remuneration Committee;

Mr. Lajpat Rai Kalra, Statutory auditor;

Mr. Dinesh Bhandari, Secretarial auditor;

Mr. Nipun Arora, Chief Financial Officer of the Company

As Mr. Rohit is the Independent Director of the company, and also has intimated that due to certain reasons he won't be able to attend this AGM due to some pre-occupation. Therefore, Board of Directors has granted him 'leave of absence' in this meeting.

The required quorum for the meeting is personal presence of minimum 5 members are required and further I wish to inform the Chairman that total 12 members are personally present at this meeting. And therefore, required quorum is present.

Now I request Mr. Rahul Batra, Chairman of the Company to take chair and commence the proceedings of the meeting.

Mr. Rahul Batra: (0:02:22)

Thank you Rajni!

It gives me a great pleasure to welcome you all to the 16th Annual General Meeting of Beta Drugs Limited. I hope you and your family members are remaining healthy and staying safe.

I would like to thank you for sparing the time to join us today from wherever you are and for your continued faith in Beta Drugs and its management.

I would thank my father, Mr. Vijay Batra, who unfortunately passed away early this year, for building this company since its inception. He was a visionary businessman and a great leader. Today it was all his efforts and vision which had shown a path of success in these many years. I am sure continuously we will be getting his blessings for the further paths towards success. The Company Secretary informed me that we have sufficient quorum of members participating through video conferencing according to the meeting is properly constituted and I call this meeting in order.

I request Ms Rajni, our Company Secretary to read the arrangements made for the members at the 16th Annual General Meeting.

Rajni, over to you!

Mrs Rajni Brar: (0:03:28)

Thank you sir!

This meeting is being held through video conferencing in accordance with the circulars issued by the Ministry of Corporate Affairs, applicable provision of the Companies Act 2013 and the SEBI Listing Regulations. The company has enabled the members to participate at the 16th Annual General Meeting through the Video Conferencing facility. As due to the pandemic we are unable to arrange for the physical meeting of the shareholders. The proceeding of these meetings are being recorded for compliance purpose. In compliance with the MCA circular, the company has provided to its member the facility to exercise their right to vote on the business items to be transacted at the meeting by polling paper and send the same through email during the meeting.

Members are requested to cast their vote through polling paper annexed with the Annual report already sent to them and email the same to us at: cs@betadrugslimited.com from their registered e-mail id. Voting through poll paper will remain open for 15 min from the conclusion of meeting.

The Board of Director has appointed Mr. Dinesh Bhandari, Company Secretary in practice as the 'scrutinizer' for this meeting. . Based on the report of the scrutinizer, the voting results will be announced and displayed on the website of the Company and will also be submitted to the Stock Exchange as per the requirements under SEBI Listing Regulation.

Now, I request Mr. Rahul Batra, Chairman to continue with the proceeding of the meeting.

Mr Rahul Batra: (0:05:12)

Thanks Rajni!

I am certifying that all the efforts feasible under the circumstances have been made by the company to enable members to participate and vote on the items being considered at this meeting.

Before we take up the items, as per the notice I would like to share with our shareholders, the performance of the company during financial year'21 and the general outlook for the sector. This year overall has been very challenging for us because we lost our MD Chairman and with that vision we are just taking it forward. His vision, his things we are taking it forward towards another milestone.

Company reported a consolidated revenue of 116.12 Crores while net profit was 11.72 Crores and the EBITDA margins of 25.24 Crores. Now coming on to the current fiscal, the start was challenging due to second Covid-19 wave. However, I am glad to share that company in the certain times expect to register the decent growth in the first six month ending today as compared with the same period, last year.

The company has taken many initiatives during this lock down which we believe will help going forward. Beta Drugs is committed to becoming a global leader in the complex Oncology Products, by focusing only on the new innovative product development that includes NIPS, all the NDDS technologies and the PARP Inhibitors. It has highly accomplished team of dedicated scientists for process analytical work, pre-formulation studies, their characterization and the reverse engineering. Whereas R&D team has the ability to support new molecules, all the other non-biological complex drugs and the New Drug Delivery Systems. Company has committed to launch five to seven molecules every year which will definitely provide an edge in the Oncology Industry.

All these efforts have helped the Company to build a strong pipeline and plans to launch six new molecules in the financial year 21-22. The company has gained a leadership position in the Indian market with 23 molecules and over 90 SKUs. Beta products are available in more than 85% of the corporate hospitals. Beta's API plant have recently received a WHO-GMP approval. This accreditation has opened the door for escalated growth in the coming years. It will not only help to consolidate companies API business in the domestic market but also aid export to ROW markets and the semi-regulated countries thus paving the way for increasing sales in the future. Company is also in a position to file its first DMF by later 2022 and is making a way for the EU GMP certification for its API plant. On behalf of the Board in management. I would like to thank all our shareholders, customers, distributors and other stakeholders for their continued support and trust.

And a special thanks to all our employees for their sheer hard work and commitment which has helped the company to deliver strong performance. Company is working aggressively in filing its first DMF as discussed.

And now I would want to invite Varun Batra to share a few comments.

So Varun, over to you!

Mr. Varun Batra: (0:08:50)

Thank you Rahul!

Good afternoon, everyone.

First of all, I would like to thank all the members in 16th Annual General Meeting of Beta Drugs Limited. I am very delighted to interact with you. Just a glance for export, I would like to share some vision. What is going on in export? Our BDL has a presence in over 14 countries now and more than 70 products have been registered now and it is going on. I would like to tell you, the company has recently added, our senior management talented people to the Export team and expect it to be a major growth driver going forward. With our Research & Development and Marketing co-operation, we are determined to strengthen our position in the global pharmaceutical market. BDL Exports have done very well in last 6 months despite, there was no international travel. Our Uzbekistan, we continue to shape up and the company now recently got 14 registrations for the oral products in Uzbekistan. This is a very big news for us. However, because of Covid, we could not start the plant but very soon we will be starting the plant for orals. And the Injectables continue to grow in Uzbek.

The Company will continue the path of getting more accreditations and registering the products continuously. We believe, the future growth will come from Export for many years and we believe in continuously growing in Export market. While the CRAMS will continue to grow at a stable rate, the company has added some new clients too in past 2 months in Export and International market.

However, we see the continuous growth in all segments of the company. We are determined to grow in international market.

Thank you!

Mrs Rajni Brar: (0:11:32)

Thank you sir!

On behalf of the Chairman, I continue with the proceedings of the meeting. The notice of the 16th Annual General Meeting and the Annual report containing audited financial statements including the consolidated financial statement for the year ended March 31, 2021 and Board's and Auditor's report have been sent by electronic mode to those Share members whose e-mail address are registered with the company or deposited. These documents have also been made available on the company's website. Apart from above, notice for convening the 16th AGM of the company was duly advertised in the newspaper on 2nd September 2021, as per applicable MCA circulars. Considering the above, the notice is been taken as read. The registrar of Director shareholding, register of contract, copies of audited financial statements etc. are available for inspection to the member of the company on website of the company, that is, www.betadrugslimited.com.

M/s Kalra Rai and Associates, statutory auditors have submitted their report for the financial statement for the year ended 31st March 2021. The auditors report does not contain any qualification and modified opinion or adverse remark and the observation given by the secretarial auditor has been duly explained in the Director report. The entire report does not required to be read in this meeting. Therefore, the auditors reports with the consent of members be taken as read. In terms of the notice of the 16th Annual General Meeting the following items are to be considered at this meeting:

ORDINARY BUSINESS

Item no.1: On behalf of the Chairman I propose the resolution for Adoption of financial statements.

- (i) Audited standalone financial statement of the company for the financial year ended 31st March 2021 and the report of the Board of Director and auditors thereon, and
- (ii) Audited consolidated financial statements of the company for the financial year ended 31st March, 2021 together with the report of the auditors thereon as an ordinary resolution.

Mr Balwant Singh: (0:14:02)

I second the resolution.

Mrs Rajni Brar: (0:14:04)

Thank you sir!

Item no.:2: On behalf of the Chairman, I propose the resolution to appoint a director in place of Mrs. Seema Chopra, who retired by rotation and being eligible offered herself for re-appointment as an ordinary resolution.

Mr Balwant Singh: (0:14:23)

I second the resolution.

Mrs Rajni Brar: (0:14:28)

SPECIAL BUSINESS

Item no. 3:On behalf of the Chairman I propose the resolution to rectify the remuneration payable to the Cost Auditor appointed by the Board of Director of the Company for the financial year 2021-22 pursuant to section 148 and all other applicable provisions of The Companies Act, 2013 as an ordinary resolution.

Mr Balwant Singh: (0:14:52)

I second the resolution.

Mrs Rajni Brar: (0:14:54)

Thank you sir!

Now, I request Mr. Rahul Batra, Chairman of the company to vacate the chair, being interested in the Item no. 4 & 5 and I request Mr. Manmohan Khanna, Independent Director & Chairman of Audit Committee & Nomination and Remuneration Committee to take the chair and proceed with the other items of the AGM notice.

Mr. Manmohan Khanna sir, over to you!

Mr. Manmohan Khanna: (0:15:27)

Ladies and Gentlemen,

Item no. 4: I propose the resolution to promote and appoint Mr. Rahul Batra (DIN No.: 2229234), Whole-time director of the company to the position of Chairman-cum-Managing Director of the company as a special resolution.

Mr. Balwant Singh: (0:15:51)

I second the special resolution.

Mr. Manmohan Khanna: (0:15:27)

Item no.5:

I propose the resolution to promote and appoint, Mr. Varun Batra (DIN No.: 02148383) Whole-time director of the Company to the position of Joint Managing Director of the Company as a special resolution.

Mr. Balwant Singh: (0:16:24)

I second the special resolution.

Mr. Manmohan Khanna: (0:16:28)

Thank you!

I, now vacate the chair and request, Mr. Rahul Batra, Chairman of the Company to chair the meeting once again and proceed with rest of the agenda of the AGM.

Mr. Rahul Batra please!

Mr. Rahul Batra: (0:16:49)

Thank you sir!

Rajni, over to you!

Mrs. Rajni Brar: (0:16:53)

Thank you sir!

Item no. 6: On behalf of the Chairman, I propose the resolution to consider and approve the alteration of Article no. 145 (b) of Article of Association of the company as a special resolution.

Mr. Balwant Singh: (0:17:24)

I second the special resolution.

Mrs.Rajni Brar: (0:17:30)

Thank you sir!

The company has also provided an opportunity to Shareholder to become speaker at this AGM by registering their name as speaker Shareholder but the company has not received any request. Therefore, now I request the Shareholders to vote on all the above agenda items, by way of Poll paper as printed in the 16th Annual Report of Company already send to the shareholders. Shareholders are requested to send signed poll papers after exercise of their vote rights by giving their accent or descent on respective item through your registered e-mail id to the designated e-mail id of the company within next 15 minutes, that is, upto 1:02 p.m.

Mrs. Rajni Brar: (0:31:12)

Scheduled time given for voting by way of poll paper to be sent through registered e-mail id to designated e-mail id of the Company is over. Based on the report of the scrutinizer the voting result will be announced and displayed on the website of the company and will also be submitted to the stock exchange as per the requirements under the SEBI Listing Regulations.

Now I request Mr. Rahul Batra, Chairman, to reply the certain questions received from Shareholders and put a vote of thanks.

Thank you!

Mr. Rahul Batra: (0:31:53)

So, we have received some couple of questions from many Shareholders. So, there is one question, which we would like to answer now and rest of questions will be answered through e-mail.

So, this question is commonly asked by many of the shareholders. So, everyone wants to know about the growth and what is the development in the Uzbekistan facility?

So, Uzbekistan, we started like 2 ½ years back and we took the commercial batches for the approval part and now recently, last month, we've got the approval for all the orals which we had manufactured there.

But because of this COVID and there are many restrictions on the travelling part, so we can't travel to Uzbek as of now but we have everything in line and expect that the next financial year will contribute to the good revenue growth from the Uzbek side as well, that includes for Injectables and Orals. The market size of Uzbek is good and we try to capture for orals, we try to capture around 60 – 70% of the market share.

Injectable, again, we have to compete it with the market as it is being exported from India. So, Uzbekistan is on track and the revenue we see that it will start by January or February 2022.

Then, seeing the other aspects, the company is doing pretty well and we are committed to give good growth in the company. As already, the half yearly has already passed, and the growth has been tremendously well in the 6 months. We are committed to give the same growth in the coming 6 months and then for the next 4-5 financial years down the line. We want to be one of the best in Oncology and we are committed to give all the noble Oncology drugs to the industry, to the people. On behalf of our Board of Directors and Management of Beta, I convey my sincere thanks to everyone for attending and participating in the meeting.

Stay Healthy, Stay Safe!

Thank you everyone!

Mrs. Rajni Brar: (0:34:27)

Thank you sir!

Mr. Rahul Batra: (0:34:37)

Thank you everyone!

And I wish that we should meet personally for the next AGM, if everything goes well for this pandemic.

Thank you!

Bye