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Transcript 27th Annual General Meeting

Preeti Chauhan: Namaste. Good morning, dear shareholders. I am Preeti Chauhan, Company Secretary and Compliance Officer, joining this meeting from the company's corporate office at Noida. It is my absolute privilege to welcome you all to the 27th Annual General Meeting of EPACK Prefab Technologies Limited. Being held virtually by video conferencing in compliance with the circulars issued by the Ministry of Corporate Affairs and the Securities and Exchange Board of India. The company has taken every feasible step to ensure that all members have seamless opportunity to participate and exercise their voting rights. Further, the statutory registers are also available electronically for inspection during the course of this meeting. In accordance with Secretary's Standard on General Meetings issued by Institute of Company Secretaries of India, the proceedings of AGM shall be deemed to be conducted at the registered office of the company, which shall be deemed venue of the AGM. I request you all to note that the attendance of the members through video conferencing is being counted for the purpose of quorum. Since there is no physical attendance of the members, the requirement of appointing proxies is not applicable. Before we commence, I would like to give you a brief on the way in which AGM through VC will be conducted. The facility of joining this meeting through video conferencing is available to the members on a first-come, first-serve basis. All members who have joined this meeting are placed on mute by the moderator to avoid background disturbances and to ensure seamless participation. The company had given the facility to

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members to register themselves as speakers for this AGM by sending an email to the company to ask their queries or to speak about the business to be transacted at this AGM. Once the question and answer session starts, the moderator will announce the name of the registered speaker shareholder one by one. On calling the name, the speaker shareholder needs to unmute himself or herself. If the speaker shareholder faces any connectivity issue, we'll ask the next speaker shareholder to speak in turn and the previous speaker shareholder will be allowed to speak after all speaker shareholders have finished asking questions. We would like to request speaker shareholders to kindly limit their speech or questions to 1-2 minutes so that all the registered speaker shareholders get a fair chance. Also, members may post their queries in the message box or email to us as well, provided on their screen, as we shall appropriately respond the same during or post AGM. The entire proceedings of this live meeting are being recorded. Members can cast their votes during the AGM, if not already cast through remote voting.

In terms of Article 78 of Article of Association of the company, Mr. Bajrang Bothra, Chairman of the company, is chairing this 27th Annual General Meeting. Now let me move on to the introductions. The Board of Directors bring decades of leadership experience from different fields. I'm personally thankful to them along with the entire team for their guidance and to shape the long-term directions of your company. It is my privilege to introduce our respected directors, statutory auditors, secretarial auditors and scrutinizer to this AGM, joining us today through video conferencing. Now I will introduce the directors present in the AGM, Mr Bajrang Bothra Chairman. We have with us Mr. Bajrang Bothra, Chairman of the company and Chairman of Stakeholders Relationship Committee, is

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attending this AGM from Ahmedabad. Mr. Sanjay Singhania, we have with us in the board room Mr Sanjay Singhania Managing Director and CEO of the company and Chairman of Risk Management Committee, who is attending this AGM from the company's corporate office in Noida. Mr Ajay D.D Singhania. On your screen you can see Mr. Ajay Didi Singhania, Non-Executive Non-Independent Director, attending this AGM from Noida. Mr. Nikhil Bothra. Mr. Nikhil Bothra, whole-time director and chairman of the Corporate Social Responsibility Committee, is also present and you can see him on your screen. He's attending this AGM from Ahmedabad. Mrs. Manorama Nagarajan. We have Mrs. Manorama Nagarajan, independent director and chairman of the Audit Committee, who is attending this AGM from Delhi. You can see her on your screen. You can also see Mr. Ram Grovher, independent director and chairman of Nomination and Remuneration Committee, who is attending this AGM from Noida. Mr. Bipin Garg. We also have with us Mr. Bipin Garg, independent director, who is attending this AGM from Noida. You can all see him on your screen. Mr. Rahul Agarwal, Chief Financial Officer, is also present with us. He's attending this AGM from the company's corporate office in Noida. Myself, Preeti Chauhan, Company Secretary and Compliance Officer, I am attending this AGM from the company's corporate office in Noida. Mr. Manuj Agarwal, Independent Director, Mr. Dharam Chand Jain, Independent Director and Mr. Krishnan Ganesan is not able to attend this AGM due to unavoidable prior commitments. Now I would like to welcome our auditors who are present today, starting with Mr. Manish Baxi, partner, Talati and Talati LLP, our statutory auditors. Mr. Vineet Mahipal, partner of Singhi and Company, our internal auditors. Mrs. Shirin Bhatt, partner of SBYN and Associates LLP, our secretarial

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auditors. Mr. Rajan Sahdev, partner of Cheena & Associates LLP, our cost auditors. Mrs. Shirin Bhatt, scrutinizer and partner of SBYN Associates LLP, company secretaries, has been appointed by the board of directors as a scrutinizer for the remote e-voting and e-voting at AGM. Now I would request Mr. Bajrang Bothra, chairman, to kindly provide an overall view and performance of the company. Thank you.

Mr Bajrang Bothra: It gives me immense pleasure to welcome you all to the 27th Annual General Meeting at EPACK Prefab Technologies Limited. On behalf of the Board of Directors, I extend my sincere gratitude to all the shareholders for joining us today and more importantly for the trust and confidence you have placed in EPACK. FY2025-26 has been a landmark year in the journey of EPACK, it was the first year as a public listed enterprise following a successful listing on the National Stock Exchange of India and BSE Limited on October 1st 2025. Performance for 25-26, our MD Mr. Sanjay will take you through the performance. However, at this point I would like to acknowledge one of the most important contributors to our journey, our customers.

Many of our relationships have developed over several years and across multiple projects. Their continued confidence has helped us build our capabilities and understand the changing requirements of India's industrial and infrastructure sectors. I also express my appreciation to our suppliers, financial institutions, consultants, contractors and other business partners who have supported us throughout the year. No discussions about EPACK would be complete without recognizing our employees, from manufacturing plants and project sites to engineering, design, procurement, sales, finance and corporate

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functions. Our people are the foundation of our execution capabilities. As we grow, our responsibility is not only to create more capacity but also to create a culture of safety, accountability, learning and continuous improvement. I thank every member of the EPACK team for the contribution during what has been an important year of transition and growth. FY25-26 was also our first full year as a listed company. With this milestone comes a great responsibility towards transparency, accountability and governance.

The board remains committed to maintaining strong governance standards, effective oversights, responsible capital allocation and timely communication with all the stakeholders. The IPO has also provided us with an opportunity to strengthen the company's financial position and support our capacity expansion plans while maintaining balance sheet discipline. As a listed company, we understand that sustainable growth must be accompanied by responsible governance. We also recognize that the future of construction cannot be separated from the future of sustainability. Prefabricated construction enables a greater degree of manufacturing and process control away from the construction site.

We are therefore focused on improving resource efficiency, reducing waste and strengthening safety practices and continuously evaluating opportunities to reduce the environmental impact of our operations and products. Our sustainability journey is ongoing. We intend to embed responsible practices more deeply into our operations as we scale up. As we enter the next phase of our journey, our focus will remain clear. We intend to strengthen our manufacturing capacity, improve our operational efficiency and project

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execution capabilities, deepen relationships with existing customers, expand our presence across high-growth industrial sectors, develop our capabilities in prefabricated and insulated building products, maintain financial discipline and prudent capital allocation and continue strengthening governance, safety and sustainability across the organization. Our vision is to contribute to the transformation of construction from a predominantly site-based activity into a more industrialized, technology-driven and efficient process. We believe that the opportunity ahead is significant. At the same time, we remain conscious that growth brings its own challenges. We will therefore continue to balance growth ambitions with execution discipline, financial prudence and long-term value creation. Thank you. Thank you very much. Over to you.

Preeti Chauhan: Thank you Chairman sir. I would now request Mr. Sanjay Singhania, Managing Director and CEO of the company, to give an insight on the overall performance and strategies of the company. Thank you.

Mr. Sanjay Singhania: Yeah, good morning to all the shareholders, directors and other stakeholders of the company. So it is the first AGM of the company post-listing. It's a, you know, like very momentous day for the company and today you know EPACK has evolved into a pan-India platform for the pre-engineered buildings requirements and the company continues to grow and grow with a lot of power in execution as well as responsibility in construction. So some of the, you know like performance, financial performance highlights of the last financial year 25-26 has been that our consolidated revenue reached about ₹1,525 crores from 1134 crores, which is a growth of almost 35% for the overall business. And for

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the prefab business, it was about 45%. So prefab business continues to become a major growth driver for the entire company. Similarly like our profit also increased to 93 crores, representing a growth of 56.2% over the financial year 24-25. The company also generated free operating cash flow of approximately ₹136 crores, reflecting an overall improvement in cash generation and working capital discipline. In our business, the pending order book gives a lot of confidence on the growth and I'm happy to tell you that the closing order book as on 31st of March 26 was ₹1,113 crores, which gives us a visibility of revenue for the next 7 to 8 months. We have been very particular to and cautious at the same time in terms of managing our debt. And I'm very happy to tell you that the debt equity ratio of the company improved approximately 0.15x as compared to 0.5x in the previous year. So these numbers are not merely financial milestones, they reflect the dedication of our employees, the confidence of our customers, commitment of our suppliers and the disciplined execution of our management team.

So during the year, we continue to invest in building manufacturing capabilities that support our long-term growth. Our manufacturing footprint now extends across North India, Greater Noida and Rajasthan and in South India, in Andhra Pradesh, supported by design and detailing teams and the vital Pan-India network. The commencement of our commercial production of the continuous sandwich panel facility Mambattu plant in Andhra Pradesh is an important milestone of 25-26. It strengthens our integrated manufacturing capabilities and allows us to participate more effectively in applications where speed, insulation and controlled construction environments are increasingly important.

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We are also progressing with further capacity addition, including the development of upcoming manufacturing facilities again in Ghiloth, Rajasthan and in Vithlapur, Gujarat. So these investments are being taken with a long-term perspective to enhance capacity, improve overall efficiency and strengthen our product portfolio so that we can position EPACK closer to the evolving requirements of our customers. Friends and shareholders, India is experiencing a significant transformation in its built environment. Expansion of industrial corridors, logistics infrastructure, renewable energy manufacturing, data centers, aviation infrastructure, modern warehousing, these are all creating demand for construction methods that can deliver speed, consistency and efficiency. So prefabrication and pre-engineered construction have an important role to play in this entire transformation of construction.

Our strategy is therefore not simply about increasing volumes. It is about building a stronger and more integrated platform combining the design, engineering, manufacturing, supply and erection capabilities to provide customers with dependable project execution. We are also witnessing opportunities in sectors such as renewable energy, data center, industrial manufacturing, logistics and infrastructure. So all these sectors, we foresee huge demand and the industrial growth of the country continues. Our objective is to participate in these opportunities through disciplined capacity additions and creation, customer satisfaction and most importantly focused execution. So I would like to end my words here. Thank you so much for attending this meeting, for attending this first AGM of the company post-listing. Thank you.

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Preeti Chauhan: Thank you so much, MD sir. Now I ask Mr. Chairman to take it forward.

Mr Bajrang Bothra: Yeah, since. I request company secretary to please pursue as per the agenda now.

Preeti Chauhan: Thank you so much, sir. Dear members, the company has extended the facility to exercise the right to vote by electronic means through remote e-voting. The remote e-voting period began on Tuesday, September 22nd, 2026 at 9:00 AM and ended on Thursday, September 24th, 2026 at 5:00 PM. Further, the facility for voting through e-voting is available for all members who are present in this meeting and didn't cast their vote by remote e-voting. And who are otherwise eligible to do so. Members who have already exercised their votes through remote e-voting shall not be entitled to vote again. Any vote if casted through an e-voting system during the meeting by such members shall be treated as invalid. Once the chairman orders commencement of e-voting, the voting tab on the screen will be activated to enable the members to cast their votes. E-voting during the AGM is integrated with the e-AGM platform of KFintech and no separate login is required for the same. The e-voting will continue for 15 minutes after the end of the meeting. Thereafter, the e-voting will be automatically disabled. The company has appointed SBYN and Associates LLP, practicing company secretaries and scrutinizer to supervise the said e-voting process. The voting results together with the scrutinizer's report shall be placed on the company's website and on the website of the e-voting agency. A communication in this regard will also be sent to all Sahreholders. The notice of the AGM along with the annual report for financial year 2025-26 has been uploaded on the website

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of the company and the website of stock exchanges and the company's registrar and transfer agent, KFin Technologies Limited. With the permission of the members, I take the notice of 27th Annual General Meeting as read, which was circulated to the shareholders earlier together with the audited standalone and consolidated financial statements for the financial year ended March 31st, 2026 and the board report and auditor's report, furthermore the shareholders may seek any clarification on item mentioned in the notice. I wish to inform you that there is no qualification, reservation, adverse mark or disclaimer in the auditor's report for the financial year ended March 31st, 2026. Further, the secretarial audit report for the financial year March 31st, 2026 also doesn't contain any qualification, reservation, adverse mark or disclaimer. Therefore, with your permission, I take the statutory auditor's report and the Secretarial auditor report as read. Now I invite the members who have registered themselves as speakers as the procedures prescribed in the AGM notice. I request the speaker shareholders that the queries or comments must be restricted to the business of the AGM. The reply to the queries of the speaker shareholder will be given one by one. I request the moderator to open the question-answer session. Thank you.

Moderator: Thank you, Ma'am. Our first speaker is Mr. Manish. Sir, you're in the panel, please ask your question.

Mr Manish: Yeah, I would like to ask this question to the MD. How does the board envision sustaining this growth trajectory in the coming years?

Mr Sanjay Singhania: Yeah, thank you, Manish. So it gives me immense pride to highlight that our company has consistently delivered very strong operational and financial

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performances, and the past reflects the resilience, innovations and customer centrifugal (Not Clear), enabling us to strengthen our market position and we are committed to sustainable growth and value creation for all our stakeholders and most importantly the pending order book of ₹1,113 crores plus the continued order booking over the last 5 to 6 months give us confidence of growth in the business. Thank you.

Moderator: Thank you, sir. Now our second speaker, Ms. Lavi, Mr. Manoj and fourth speaker Mr. Dalish are not available in the panel. Now we'll move on to the fifth speaker Ms. Ruchi. Ma'am, you are in the panel. Please ask your question.

Ms Ruchi: Good morning. I would like to ask you a question. What is the board outlook on Capital allocation priorities in the coming year?

Mr Sanjay Singhania: Thank you, Ruchi, for asking this question. Our company's financial resilience has been demonstrated by generating healthy cash flow over the last year. As our MD already mentioned, we generated a very healthy cash flow of about 135 odd crore, pre-operating cash flow. Plus, the capital allocation decisions are also very prudent. You know, we focus on capital allocation which is emphasized for the growth ahead. This disciplined approach has ensured stability and position as well for future investments and shareholder returns. Thank you.

Moderator: Thank you Sir. Now our 6th speaker is Miss Aparna. Ma'am, you're in the panel.

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Miss Aparna: Hello, my question is, how does the company plan to further improve customer experience and engagement?

Mr Sanjay Singhania: So we have been continuously focusing on enhancing the customer experience and for that we have set up different departments to focus exclusively on customer experience because in project business, our relationship for a single project with the customer is not one time and you know, like the periodicity is 6 to 8 months and continuous engagement and communication with the customers is important. So we are developing a culture wherein all the stakeholders within the company are responsible to not only satisfy the customer needs but also to delight them. So it's a continuous process and it's a part of more or less in the overall culture of the company.

Moderator: Thank you, sir. Now our 7th speaker is Mr Pranjali. Ma'am, you are in the panel. Please unmute yourself and ask your question.

Mr Pranjali: Hello, everyone. Hello? Yeah, hello, am I audible, sir?

Moderator: Yes, you are. Please, sir.

Mr Pranjali: Yeah, yeah, good evening. First of all, to congratulate all the team of EPACK being listed on NSE and I also appreciate the performance of your financial year 25-26, especially your turnover and profits. So sir, my question is to ED Nikhil Sir, what new initiatives are being considered by the company to expand its social impact? And my last question to MD Sir, what are the key priorities that the board sees for the next 3 financial years? Thank you, sir.

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Mr Nikhil: Yeah, thank you for the question. So, you know, we understand that corporate social responsibility is very important and giving back to society is very very critical. So, you know, we have been focusing on giving back to society in terms of education, health, in terms of healthcare and also in terms of, you know, giving back to the environment for sustainability. And that attaches with our core values as well. And we're having new initiatives, you know, to give back to society. It's very important that, you know, all our initiatives taken by the company are going in the right direction. Which values, you know, environmental safety, health, and education. So that is what we'll be doing in the future as well.

Mr Sanjay Singhania: The other part of the question was, you know, for me. So the key objectives of the company remain to be growing responsibly and maintaining the financial discipline as well as the continuous focus on execution. So these 3 are the key disciplines and the strategies of the company. Thank you.

Moderator: Now the speaker session has been completed, and now I hand over the proceedings to Preeti ma'am.

Preeti Chauhan: Thank you, thank you, sir, for your insightful remarks. I believe your responses have addressed most of the queries raised by our shareholders. I also extend my gratitude to all the speaker shareholders for their valuable comments and questions. Any queries or questions raised during the meeting that may remain unanswered will be duly responded to by the management through email. Further shareholders who couldn't be given an opportunity to speak during the AGM due to time constraints are requested to

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kindly send their queries to the company's designated email ID, epackcompliance@epack.in. Now we should take up the resolutions as set forth in the notice for their adoption.

The company has proposed 2 ordinary business and 1 special business items. Item number 1 is for adoption of audited standalone and consolidated financial statements of the company for the financial year 31st March 2026 and the reports of the auditors and board of directors thereon as an ordinary resolution.

Item number 2, reappointment of Mr. Bajrang Bothra director, as director liable to retire by rotation, as ordinary resolution.

Item number 3, ratification of remuneration to be paid to Cheena and Associates LLP, cost accountants, cost auditor of the company, as ordinary resolution.

Members who haven't cast their votes through remote e-voting are requested to cast their votes through e-voting facilities provided during AGM. The e-voting facility shall remain open during AGM for 30 minutes after the conclusion of the proceedings of the AGM, following which the meeting shall stand concluded. The scrutinizer after scrutinizing the votes cast through remote e-voting and voting during the AGM shall prepare a consolidated scrutinizer's report and submit the same for with and in event not later than 2 working days from the conclusion of this AGM to the chairman of the company or a person authorized by him in writing, who shall countersign the same. The voting results along with consolidated scrutinizer's report shall be placed on the website of the company and on the

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website of NSDL and shall simultaneously be communicated to BSE Limited and NSE.

Chairman Sir, I would request for concluding remarks to the AGM.

Mr Bajrang Bothra: So thank you so much, Madam Preeti Chauhan. I would like to thank all the members for joining this meeting and look forward to your continued support and interest in the company. I also thank the board of directors, auditors, scrutinizer and entire team for joining the meeting. I request the moderator to activate the e-voting now. The members present and not voted earlier through remote e-voting can now cast their vote on e-voting platform, which will continue for 15 minutes after the conclusion of the meeting. I authorize Ms. Preeti Chauhan, Company Secretary and Compliance Officer, to complete the necessary formalities in respect of results of e-voting on the resolutions, scrutinizers' report, submission of the result along with report to regulatory authorities and for all the other compliance required. I hereby declare the proceedings as closed and concluded on completion of e-voting by members, which is 15 minutes from now. We all see you next year and give you our progress update. Thank you very much. And now we conclude. Thank you very much.

Mr Nikhil: I ask the directors to take the meeting up. The e voting will start.

Preeti Chauhan: Moderator

Moderator: The meeting has been concluded. I ask all the panel members to leave the meeting.