

ORIX LEASING & FINANCIAL SERVICES INDIA LIMITED

Transcript of 14th Annual General Meeting held on Friday, September 25, 2020, 12:00 p.m. (IST)

Mr. Harukazu Yamaguchi:

Good morning, everyone. I, Director and Chairman of the Company, welcome you all to the 14th Annual General Meeting of shareholders of ORIX Leasing & Financial Services India Ltd. At the outset, I hope you are all safe and in good health. Due to COVID-19 pandemic and social distancing norms, we are holding this meeting through Video Conferencing / Other Audio Visual means in compliance with directions of Ministry of Corporate Affairs.

Now I shall introduce all the Directors and Key Managerial Personnel of the Company.

- (1) Mr. Sandeep Gambhir, Managing Director of the Company
- (2) Mr. Kiyokazu Ishinabe, Director and Chairman of Nomination and Remuneration Committee and Corporate Social Responsibility Committee of the Company
- (3) Mr. Yoshiaki Matsuoka, Director
- (4) Mr. Ryohei Suzuki, Director
- (5) Mr. Nagesh Dubey, Independent Director and Chairman of Audit Committee
- (6) Mr. Rajeev Lochan Seth, Independent Director
- (7) Ms. Gouri Sawant; Director
- (8) Mr. Vivek Wadhera, Chief Financial Officer; and
- (9) Ms. Meeta Sanghvi, Company Secretary.

The Directors and Key Managerial Personnel of the Company are present through Video Conferencing at the meeting. Further:

(i) Mr. Rajesh Gupta from B S R & Co., LLP, Statutory Auditors and (ii) Mr. Avinash Bagul from BNP & Associates, the Secretarial Auditor and Mr. Jimit Poojari from IDBI Trusteeship Services Limited are also present at the meeting through VC.

Also, Members present are:

1. Mr. Mukund Parthasarathy, representing ORIX Auto Infrastructure Services Ltd.
2. Mr. Sandeep Gambhir
3. Mr. Jay Gandhi
4. Mr. Pankaj Jain
5. Mr. Vivek Wadhera
6. Mr. Manmohan Malik and
7. Mr. Dipankar Sen

I thank all of you for joining this meeting over video conference. Since requisite quorum being present through Video Conference for the AGM, I call the meeting to be in order.

The notice of AGM was sent on September 01, 2020 by electronic mode to all the Members, Directors, Auditors and Debenture Trustee of the Company.

As the AGM is held through video conference, the facility for appointment of proxies by the members is not applicable and hence the proxy register for inspection is not available. With your consent, I shall take the Notice convening this meeting as read. The Register of Directors and Key Managerial Personnel, the Register of Contracts or Arrangements are available electronically for inspection by the members during the AGM.

The copy of the Annual Report for the year ended March 31, 2020 has already been circulated to the Members electronically along with the Notice. With your permission I shall take them as read. The Auditors' report on the financials of the Company and the Secretarial Report for the financial year ended March 31, 2020 do not contain any qualification, reservation, qualification or adverse remark. Accordingly, they are not required to be read out as provided under Companies Act, 2013.

Now I request, Mr. Sandeep Gambhir to give brief details for the business of the Company.

Mr. Sandeep Gambhir:

The Company continued to show steady growth across all business verticals. While the industry was grappling with some challenges around availability of liquidity and increased cost of borrowing, the Company was able to maintain an upward trajectory.

The Balance Sheet as at March 31, 2020, stood at INR 26,701 mn. That was 3% lower than the last year. There was a planned slowdown in the fresh Commercial vehicle disbursements, hence the overall Balance Sheet size was reduced. Loan against Property business grew by 6% to end at INR 16,475 mn while the Finance Lease business grew by 8% to end the year at INR 4,594 mn.

The revenue for the year 2019-20 stood at INR 3,480 mn which was 8.6% higher than last year. Considering the tough market condition over the year and coupled with COVID-19 hitting the business in March 2020, the management had adopted a cautious approach towards business. That conservative and cautious approach would be continued over the next few quarters till the economy was out of the impact of COVID-19.

The Company is backed by a very strong and supportive shareholder. The parental support was demonstrated through corporate guarantees, parent loans and global committed lines. The active support and confidence from the shareholder would propel the Company's growth despite competitive pressures across business lines and extremely turbulent environmental conditions.

The liquidity position of the Company continued to be comfortable with the sanction of fresh credit lines during the FY 2019-20 from Mizuho Bank, SMBC, Federal Bank, HDFC Bank, ANZ and Bank of America, with a revalidation of AAA rating of our Long Term Debt and A1+ of Short Term Debt. The Cost of Borrowings during the year were competitive as compared to the market rates.

Thank you all. I request Mr. Yamaguchi to take it ahead.

Mr. Harukazu Yamaguchi:

Thank you Mr. Gambhir. We now take up the resolutions as set forth in the Notice. There are 2 ordinary business and 3 special business items for approval of shareholders. Resolutions representing these items were furnished in the Notice for the meeting.

The Ordinary businesses for voting are:

- (1) To consider and adopt the Audited Financial Statement of the Company for the year ended March 31, 2020, together with the Reports of the Board of Directors and Auditor's thereon.
- (2) To reappoint Mr. Harukazu Yamaguchi, who retires by rotation as a Director at this Annual General Meeting.

The Special Business for voting are:

- (1) To appoint Mr. Yoshiaki Matsuoka as Director of the Company.
- (2) To appoint Mr. Nagesh Dubey as an Independent Director of the Company.
- (3) To appoint Mr. Abhay Kakkar as an Independent Director of the Company.

Questions if any can be raised by the shareholders.

Since there are no questions or concerns, once the status of receipt of voting are confirmed, the proceedings can be declared as closed.

Ms. Meeta Sanghvi:

The Company Secretary confirmed that all the resolutions placed before the Meeting for approval by members were approved by way of show of hands. Members representing 100% of paid-up share capital of the Company voted in favour of the resolutions and neither there were any invalid votes, nor any member voted against the resolutions.

Mr. Harukazu Yamaguchi:

Thank you for confirming the voting status. Since all the requisite votes are received, I declare the proceedings as closed.

Thank you all for attending the meeting.