

**CAPILLARY TECHNOLOGIES INDIA LIMITED
TRANSCRIPT OF THE 12TH ANNUAL GENERAL MEETING**

Day : Friday
Date/Time : 27th September, 2024 / 11.00 am
Mode : Through video-conferencing facility

Deemed Venue: Registered address of the Company

Welcome Address -by Chairperson

Dear Shareholders,

It gives me immense pleasure to welcome you all to the 12th Annual General Meeting of the Shareholders of Capillary Technologies India Limited. On behalf of the Board of Directors, I sincerely thank you for taking the time to join us today.

As members may note, this Annual General Meeting is being conducted through video conference, in accordance with the Companies Act, 2013, and the relevant circulars issued by the Ministry of Corporate Affairs

Since we have the requisite quorum present via video conference, I now call the meeting to order

Our Board of Directors have joined us today from various locations. Before we proceed with the main agenda of the meeting, I would like to invite my colleagues on the video conference to introduce themselves, along with their location:

1. Mr. Aneesh Reddy
2. Mr. Anant Choubey
3. Mr. Farid Lalji Kazani
4. Mr. Venkat Ramana Tadanki
5. Mrs. Yamini Bhat

Mr. Aneesh Reddy- I'm attending the call out of hotel room in Budapest.

Mr. Anant Choubey- Leave of absence

Mr. Farid Lalji Kazani- I'm attending the call from my residence in Mumbai.

Mr. Venkat Ramana Tadanki- I'm attending the call from Irvine, California

Mrs. Yamini Bhat- I'm taking this call from my home in Bangalore.

In addition to our Board of Directors, we also have statutory auditors, Mr. Aasheesh Arjun Singh from Walker Chandiook & Co. LLP and Secretarial Auditors, Mr. Biswajit from BMP & Co, LLP in this meeting.



I now request Company Secretary, to provide general instructions to the members regarding participation in this meeting.

Company Secretary:

Good morning, Members. Since this AGM is being conducted via video conference in compliance with Companies Act & applicable MCA circulars,, the facility for appointing proxies is not applicable, and as such, the proxy register is unavailable for inspection.

Voting on resolutions will be carried out through a show of hands or via the chat function.

The Register of Directors and Key Managerial Personnel, along with the Register of Contracts or Arrangements, is available electronically for inspection during the AGM. Members wishing to inspect these documents may send their requests to secretarial@capillarytech.com.

After the CEO's address, the floor will be open for members to ask questions or share their views. Please note that the Company reserves the right to limit the number of questions based on the time available during the AGM.

Thank you. The floor is now open for the CEO's speech.

Gist of Aneesh Speech

Thanks Bhargavi, so you know, we've already sent out the CEO's message earlier, but for everyone's benefit, we'll just do a quick, short readout. So last year has been a very good year for the company. I think we've done many years of work in one year, the organic business continues to grow while we grew at a 27% like for like, while generating 5% in cash. Habitats last year was also good in the sense that we did two acquisitions, Riley and partners and 10 entities, digital Connect. What it also helped us do was reset the cap table, we were able to raise one 40 million between primary and secondary's to give some existing shareholders an exit as well as you know, you know, raise more capital for further acquisitions and things like that. Even on the organic side, we ended up winning one of our largest steals ever in. As a company, our order books grow significantly. So lots of good progress. We use the time to also take some hard calls and shut the E commerce business down. So entering this year, we don't have much revenues from that line of business. So overall, you know, some pretty good progress last year. It'll take us this year as well to fully digest some of those. The other areas we focus as a business were, you know, scaling our larger customers. You know, so farming from the top, top accounts. We did some good work there with a lot of our customers, our net retention rate was in the 120s last year, which



is a pretty good number globally to have as a benchmark. We also started a new way of selling and focusing on the larger enterprises. Although it's just the first year of that, we've seen some good success there. Finally, across the org, there was a push on increasing productivity, especially on the engineering and product side. So we've been able to see roughly a 8% increase in number of sprints per developer across across the org, you know, so that's And finally, you know, I think last year, after the fundraise, we decided to invest in the US, so lots of activities, in terms of marketing, events, etc, that have happened in the US Through the last year, in terms of, you know, going further, I think there's been good progress on strengthening the org structure and the leadership in the org. We are now structured as, you know, in spite of all the acquisitions, we've kind of brought it all together as a three BU business. There is the Asia BU, there's the European BU and the US BU. And we moved away from the earlier model of having product lines, and that's helped. So today, if you look at it, the US BU is run between Parisa on the sales side and srivat on the, you know, existing customer side. For us, we have, you know, Aiden running the customer success side, and for us and for the sales side, we have a gentleman joining from October 1, Keshav. And for the Asia side, we have santosh and Sid running that so in terms of leadership on the business side, I think we are fairly well covered on the rest of the functions, product, engineering, HR and sales. We anyway, have had leaders in those positions for at least the last year or so. Now, overall, I think good expansion beyond Asia in the last three, four years. In terms of geography expansion now we have good presence, both in US and Europe. In mainland Europe, of course, we want to win a few more customers, so you have that early reference ability established in terms of category expansion.

Chairperson

I now request Company Secretary, to provide a summary of the Auditors' Report, thereafter take up resolutions mentioned in notice for shareholders approval.

We will open the floor for any questions by members after all the resolutions are tabled.

Company Secretary

Thank you Ma'am. The Statutory Auditors, Walker Chandiok & Co. LLP has expressed unqualified opinion in the audit reports for the financial year 2023-2024. There were no observations on standalone and Consolidated financial statements. The Statutory Auditors' report on standalone financial statements and consolidated financial statements are available on Page numbers from 38 to 58 and from 99 to 107 of the annual report.



Members as the Notice is already circulated to all the members, I take the Notice convening the meeting as read.

We now take up the resolutions as set forth in the Notice.

Item No. 1a of the Notice – to consider and adopt the audited standalone financial statements of the Company for the financial year ended March 31, 2024 along with the reports of the Board of Directors and the Auditors thereon

Ordinary resolution

The standalone financial statements of the Company for the financial year ended March 31, 2024 including the reports of Board of Directors and Auditors have already been provided to the members.

Request Members to adopt standalone financial statements of the Company for the financial year ended March 31, 2024.

Request Members to propose and second the above resolution by show of hands/chat bot approval.

Proposed by: Mr. Sunil M Jain and Seconded by: Mr. Ravi Jaswani. The following Resolution having been proposed and seconded by the aforementioned two Members was put to vote as an 'Ordinary Resolution':

Now, I declare that the resolution is passed unanimously with requisite majority.

Item No. 1b of the Notice to consider and adopt the audited consolidated financial statements of the Company for the financial year ended March 31, 2024 along with the reports of the Board of Directors and the Auditors thereon

Ordinary resolution

The consolidated financial statements of the Company for the financial year ended March 31, 2024 including the reports of Board of Directors and Auditors have already been provided to the members.

Request Members to adopt consolidated financial statements of the Company for the financial year ended March 31, 2024.

Request Members to propose and second the above resolution by show of hands/chat bot approval.

Proposed by: Mr. Sunil M Jain and Seconded by: Mr. Ravi Jaswani. The following



Resolution having been proposed and seconded by the aforementioned two Members was put to vote as an 'Ordinary Resolution':

Now, I declare that the resolution is passed unanimously with requisite majority.

Item No. 2 of the Notice - To appoint a Director in place of Mr. Aneesh Reddy (DIN: 02214511), who retires by rotation and being eligible, offers himself for re-appointment

Ordinary resolution

The details Mr. Aneesh Reddy is part of the Annual report.

Request Members to propose and second the above resolution by show of hands/ chat bot approval.

Proposed by: Mr. Naween Kumar and Seconded by: Mr. Piyush Kumar. The following Resolution having been proposed and seconded by the aforementioned two Members was put to vote as an 'Ordinary Resolution':

Now, I declare that the resolution is passed unanimously with requisite majority

Item No. 3 of the Notice -To re-appoint Mr. Farid Lalji Kazani as an Independent Director of the Company for a second term of 5 (five) consecutive years with effect from December 10, 2024.

Special Resolution

The details Mr. Farid Lalji Kazani is part of the Annual report.

Request Members to propose and second the above resolution by show of hands/ chat bot approval.

Proposed by: Mr. Naween Kumar and Seconded by: Mr. Piyush Kumar. The following Resolution having been proposed and seconded by the aforementioned two Members was put to vote as a 'Special Resolution':

Now, I declare that the resolution is passed unanimously with requisite majority

Item No. 4 of the Notice - To re-appoint Mrs. Neelam Dhawan as an Independent Director of the Company for a second term of 5 (five) consecutive years with effect from December 10, 2024.

Special Resolution



The details Mrs. Neelam Dhawan is part of the Annual report.

Request Members to propose and second the above resolution by show of hands/chat bot approval.

Proposed by: Mr. Ravi Jaswani and Seconded by: Mr. Piyush Kumar. The following Resolution having been proposed and seconded by the aforementioned two Members was put to vote as a 'Special Resolution':

Now, I declare that the resolution is passed unanimously with requisite majority

Item No.5 of the Notice - To re-appoint Mr. Venkat R Tadanki as an Independent Director of the Company for a second term of 5 (five) consecutive years with effect from December 10, 2024

Special Resolution

The details Mr. Venkat Tadanki is part of the Annual report.

Request Members to propose and second the above resolution by show of hands/chat bot approval.

Proposed by: Mr. Ravi Jaswani and Seconded by: Mr. Naweena Kumar. The following Resolution having been proposed and seconded by the aforementioned two Members was put to vote as a 'Special Resolution':

Now, I declare that the resolution is passed unanimously with requisite majority

Item No. 6 of the Notice - To re-appoint Mrs. Yamini Preethi Natti as an Independent Director of the Company for a second term of 5 (five) consecutive years with effect from December 10, 2024

Special Resolution

The details Mr. Yamini Preethi Natti is part of the Annual report.

Request Members to propose and second the above resolution by show of hands/chat bot approval.

Proposed by: Mr. Sunil M Jain and Seconded by: Mr. Naweena Kumar. The following Resolution having been proposed and seconded by the aforementioned two Members was put to vote as a 'Special Resolution':

Now, I declare that the resolution is passed unanimously with requisite majority



Item No. 7 of the Notice - To re-appoint Mr. Aneesh Reddy Boddu as Managing Director & CEO (KMP) of the Company and fix remuneration

Special Resolution

The details Mr. Aneesh reddy Boddu along with the proposed remuneration for next 3 years is part of the Annual report.

Request Members to propose and second the above resolution by show of hands/chat bot approval.

Proposed by: Mr. Sunil M Jain and Seconded by: Mr. Naween Kumar. The following Resolution having been proposed and seconded by the aforementioned two Members was put to vote as a 'Special Resolution':

Now, I declare that the resolution is passed unanimously with requisite majority

Item No. 8 of the Notice - To re-appoint Mr. Anant Choubey as Executive Director & COO of the Company and Fix remuneration

Special Resolution

The details Mr. Anant Choubey along with the proposed remuneration for next 3 years is part of the Annual report.

Request Members to propose and second the above resolution by show of hands/chat bot approval.

Proposed by: Mr. Sunil M Jain and Seconded by: Mr. Ravi Jaswani. The following Resolution having been proposed and seconded by the aforementioned two Members was put to vote as a 'Special Resolution':

Now, I declare that the resolution is passed unanimously with requisite majority

Chairperson

Before we go live with the Q&A, here are some points to note for your convenience. Kindly turn on your video when you are asking question, kindly unmute yourself, and proceed to ask the question. Please mention your name, Folio Number, and the location from where you are joining. Each shareholder will have two minutes for their questions. To avoid repetition, the Board will respond to all the questions at the end. Once you have asked your question, you can turnoff video and mute yourself and continue to watch the proceedings. The Board will be taking questions from shareholders in two or three sets, depending on the number of questions on video.



Members may also note that the Company reserves the right to limit the number of members asking questions depending on the availability of time.

Question & Answers session

After first question:

Company Secretary:

Thank you. We have not received any questions.

Chairperson

Thank you all for attending the meeting and I hereby declare the proceedings as closed. Thank you very much and see you next year.

