

Tembo Global Industries Limited

The Speech of the Chief Finance Officer,

Mr. Shabbir Husain Merchant



Dear Shareholders, Friends and Family of Tembo Global Industries Ltd,

Good Afternoon.

It is my great pleasure and honor to address and welcome you to the 11th Annual General Meeting of Tembo Global Industries Limited. Before I tell you about what our company has achieved in 2021, I'd like to thank the ALMIGHTY; for all that He has blessed us with, in this difficult year. I am glad to share that we have been blessed with abundance beyond our imagination and we are so humbly grateful for that.

Let me share with you all about our journey, actions and initiatives we have embarked upon so far, in order to give you an understanding of the company's prospects and future plans.

As we know currently, we all are living in unprecedented times. The coronavirus pandemic has affected our society, our industry, and our Company with unparalleled challenges. The year 2021 saw wide spread of the second wave of the Covid19 virus, resulting in lockdowns which had repercussions all throughout the globe. It was an actual war LIKE situation that no one had ever imagined or had envisaged. A war where sitting at home was the best option; one could do rather than be at the front line. However, our team of warriors showed immense courage by showing up for work during these difficult times and for that we are extremely proud of them and salute their efforts.

As the pandemic effects diminished, we came across other challenges with unprecedented increase in the raw material prices and the ridiculous cargo/freight fiasco. It has been a year filled with challenges and difficulties which required necessary decisions to be made and commitments that needed to be fulfilled. For that, we have laid the foundations for the future of orderly, sustainable and profitable growth. We have accordingly undertaken an ambitious range of structural actions and decisions that are transforming most of Tembo group businesses, financial and operational dimensions.

However, I am convinced that we have mastered this entire test, which came during these unprecedented times, with our strengths / discipline and focus. Tembo has built a solid foundation for this: the expertise of its employees / the instant adaptation to change / the focus towards its vision and its robust liquidity.

Now Dear Shareholders I have some good news for all of you.

I am extremely proud and pleased to announce that in April of 2021, our company shifted from SME Emerge to the Main Board of National Stock Exchange and has slowly yet steadily performed to reach a market cap of around 300 Cr.

In this difficult year, we reached and achieved our target of crossing 100 crores Turnover in less than a year, with hopefully crossing the 150 crore milestone this financial year.

Not only that, amidst all this, we also purchased new land at Vasai. We are in process of starting the construction of our industrial premises on the said land very soon. The new factory would be geared in, to sustain our future growth and have the state of art machinery and technology to increase its productivity and enhance quality. It will also position us among the world leaders in the pipe support industry. The new land comes in with an advantage to also set up our automatic fastener facility, making it competitive to address the very lucrative and huge domestic fasteners industry, having a size of 100,000 crores!!! This would be in line to our vision to look into backward and forward integration going ahead.

Also, Midyear of 2021, we got associated with Rawlplug, through our Group Company: Saketh Seven Star Industries Ltd. for distribution of their products across western region. **Rawlplug is a Poland based 100-year-old company** and world's leading manufacturer of specialist anchoring and fixing systems, which includes **mechanical and bonded anchor systems, facade insulation systems and stone cladding fixing systems** for safety & critical applications. Rawlplug serves automotive companies like Ferrari, Volkswagen, Daimler Mercedes, Fiat, PSA Peugeot Citroen, BMW and others. The company's in-depth market understanding, with constant innovation, R&D, superior tech know-how, will be invaluable in creation of products & consolidating its position in Global

Economy, Infrastructure & Development by coming together in building a Responsible Planet.

Amidst the pandemic, we also participated in various Exhibitions as mentioned below:-

1. Big 5 Dubai in September 2021
2. ZAK Facades in Mumbai in October 2021
3. Fastener Fair , NESCO

Our Spain trip was related to our venture in the SOLAR Avenue, which was extremely fruitful and being positive we are looking forward to tie up with our Spain counterpart and taking this association to the next level.

As per our vision of being world leaders in our industry, Tembo is in continuous research and development for new products & new markets, we proudly state

Tembo has forayed into 3 different Product ranges

- Forged steel and stainless steel flanges
- Cast in Channels, this would primarily go in facades with competition with only 2 International brands, this space has a huge potential.
- Solar products, which is Tembo's initiative to work towards green technology and giving its bit towards the sustainable energy sector, which is the need of the hr globally.
- Seismic Range of supports which is widely used domestically and globally in region of the seismic zone, ensuring safety for supports during any adversity due to the seismic activities by the Earth's surface.

Tembo has forayed into new markets

- New Zealand / Israel / Australia / Mauritius / Maldives / Poland / Canada / Jordan / Germany
- Out of the top ten Brands in the US markets, we do OEM of 5 of them
- We plan to set up a manufacturing facility in QATAR, which would give us an opportunity to expand further in Gulf region and also bid for Government Projects

which then we have an added advantage towards prestigious projects as we are considered as a local industry

- Also setting new benchmarks in the engineering sector, Tembo looks forward being a leader in manufacturing of various piping products, fasteners and consequent verticals
- Aiming to reach production capacity of **10,000 tons per month by 2024.**
- Tembo is also working on the vertical expansion by introducing new products and forming new subsidiary in the next 2-3 years.
- The company has a vision of achieving **USD 1 billion turnover by 2030.**

Finally, looking at our past and our plans for the future, one can truly say that “TEMBO IS POWERING AHEAD!” Cheers to TEAM TEMBO, who has and will always be OUR CORE STRENGTH.

Thank you all for your faith and support once again.