



Baid Finserv Limited

Regd. Office: "Baid House", IInd Floor, 1-Tara Nagar, Ajmer Road, Jaipur-302006 Ph: 9214018855
E-mail: baidfinance@baidgroup.in Website: www.baidfinserv.com CIN: L65910RJ1991PLC006391

TRANSCRIPT OF THE 33RD ANNUAL GENERAL MEETING

TUESDAY, JULY 16, 2024

TIME: 3:00 P.M. TO 3:35 P.M.

S. No.	IN ATTENDANCE
1.	Mr. Panna Lal Baid, Chairman and Managing Director
2.	Mr. Aman Baid, Whole-Time Director
3.	Mrs. Alpana Baid, Non-Executive Director
4.	Mr. Surendra Kumar Singhi , Independent Director
5.	Mr. Chaitnya Sharma, Independent Director
6.	Mr. Anurag Patni, Independent Director
7.	Mr. Aditya Baid, Chief Financial Officer
8.	Mrs. Surbhi Rawat, Company Secretary and Compliance Officer
9.	Mr. Manoj Maheshwari, Partner and Representative M/s V.M. & Associates, Secretarial Auditor and Scrutinizer
10.	Mr. K. K. Khilnani, Partner and Representative M/s Khilnani & Associates, Statutory Auditor
11.	Mr. Shiv Shankar Khandelwal, Partner M/s Shiv Shankar Khandelwal & Co., Internal Auditor



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Welcome Speech by Mrs. Surbhi Rawat, Company Secretary and Compliance Officer

Mrs. Surbhi Rawat

Dear Shareholder, Good afternoon to all. I hope all of you are safe and in good health & stay that way.

I, Surbhi Rawat, Company Secretary and Compliance Officer of Baid Finserv Limited extends my heartiest welcome to all the shareholders, honorable Board members, Auditors, scrutinizer and other dignitaries present at the 33rd Annual General Meeting of your Company. This meeting is being held through video conferencing in accordance with the circulars issued by Ministry of Corporate Affairs and Securities and Exchange Board of India.

The Company has taken all feasible effort to ensure that shareholders are able to participate in this Annual General Meeting seamlessly and are encouraged to join the meeting through their laptops with their headphones for better experience and use internet with a good speed to avoid any disturbance during the meeting. Participants connecting from mobile devices or tablets or through laptops connecting via mobile hotspots may experience audio-video loss due to fluctuation in their respective network. It is therefore recommended to use stable Wi-Fi or LAN connection to mitigate any kind of glitches during the meeting.

The registered office of the company is situated at Baid House, 2nd Floor, 1 Tara Nagar, Ajmer Road, Jaipur and it shall be the deemed venue for this AGM and the proceedings of the AGM shall be deemed to be made thereat, to transact the businesses as mentioned in the notice. The proceedings are recorded for compliance purposes.

Before we start the main proceedings of the meeting, It's my pleasure and privilege to introduce the Hon'ble Chairman and Managing Director and other Board members present here.

1. Mr. Panna Lal Baid - Chairman & Managing Director of the Company, Chairman of the Risk Management Committee, Asset Liability Management Committee and Executive Committee attending this meeting from registered office, Jaipur.

2. Mr. Aman Baid – Whole-Time Director of the Company attending this meeting from the Registered Office, Jaipur.

3. Mrs. Alpana Baid – Non-Executive Director of the Company attending this meeting from the Registered Office, Jaipur.

4. Mr. Surendra Kumar Singhi – Independent Director, Chairman of the Audit Committee, Nomination and Remuneration Committee, Corporate Social Responsibility Committee and Stakeholders Relationship Committee of the



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	<p>Company attending this meeting from Jaipur.</p> <p>5. Mr. Chaitnya Sharma – Independent Director of the Company attending this meeting from Jaipur.</p> <p>6. Mr. Anurag Patni – Independent Director of the Company attending this meeting from Jaipur.</p> <p>7. Mr. Aditya Baid– Chief Financial Officer of the Company attending this meeting from the Registered Office in Jaipur.</p> <p>I would also like to welcome Mr. Kishan Kumar Khilnani, Partner and Representative M/s Khilnani & Associates, Statutory Auditor of the Company.</p> <p>Mr. Manoj Maheshwari, Partner and Representative M/s V.M. & Associates, Secretarial Auditor and Scrutinizer of the meeting.</p> <p>Mr. Shiv Shankar Khandelwal, Partner and Representative M/s Shiv Shankar Khandelwal & Co, Internal Auditor of the Company.</p> <p>With this, I now request Mr. Panna Lal Baid, Chairman and Managing Director of the Company to take the Chair and continue with the further proceedings of the meeting. Over to You Sir.</p>
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Mr. Panna Lal Baid	<p>Thank You, Surbhi. A very good afternoon to everyone, it's my privilege to welcome you all to the 33rd Annual General Meeting of the Company. I hope that all the Members are safe and are in good health. We wish you good health and happiness in future times.</p> <p>I hope that we have the quorum for this annual general meeting which I request the Company secretary to confirm us to proceed ahead in the matter.</p>
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Mrs. Surbhi Rawat	Yes, Sir, quorum is present
Mr. Panna Lal Baid	<p>Thank You Surbhi.</p> <p>So that the quorum is present I now call the meeting in order with warm welcome to all members and my fellow directors, auditors and officials present at this Annual General meeting.</p>



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	<p>On behalf of the Board of Directors at Baid Finserv Limited, I would like to thank you for the trust and confidence that you have placed in the board and look forward for your continued support to the Board of Directors and the management.</p> <p>Now I request Ms. Surbhi Rawat, Company Secretary and Compliance Officer, to provide general instructions to the members regarding participation in this meeting.</p>
Mrs. Surbhi Rawat	<p>Thank You Sir. I hope you will excuse any inconvenience or any other glitches such an event might lead to. My apologies, in advance, if something in the technical front doesn't work at the last minute.</p> <p>I would like to draw your attention to certain relevant aspects of the meeting:</p> <ol style="list-style-type: none">1. The facility of participation at the AGM through video conferencing is made available by the Company through CDSL e-voting system and Members can access the same by logging into the CDSL website. The link for the VC or OAVM is available in the shareholders' or members' login where E-voting EVSN number of the Company is displayed.2. The Company has provided facility to vote during the meeting, for the members who are present in the meeting through video conferencing and have not yet cast their vote through remote e-voting. The said facility for voting during the meeting will be dispensed with the conclusion of this AGM. The members who have cast their vote by remote e-voting prior to the meeting will not be eligible to cast vote again.3. Members attending the AGM through VC will be counted as present for the purpose of quorum.4. All Members who have joined the meeting have been placed on mute mode to avoid any disturbance and to ensure an orderly conduct of the meeting. When the session on question and answer commences, the speaker member will be unmuted when they will speak at the AGM as per the registration.5. The Company had provided its members a facility to registered themselves as the speaker shareholders by sending request in advance till Thursday, July 11, 2024 to express their views and ask questions during the meeting. As intimated in the Notice of AGM, only those Members who have registered as speakers will be allowed to speak and raise questions.6. All documents referred to in the Notice along with the Statutory



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	<p>Registers maintained by the Company as per the Companies Act, 2013 are available for electronic inspection. Members seeking to inspect such documents can send an email at cs@baidgroup.in</p> <p>7. In case of any issue regarding the VC facility or voting by electronic means, kindly contact at the helpline number provided in Notice of AGM.</p> <p>8. As the AGM is being held through VC or OAVM mode, the facility for appointment of proxies by the members is not applicable. However, body corporates are entitled to appoint authorized representatives to attend the AGM through VC/OAVM mode and participate and cast their votes through e-voting.</p> <p>With this, I now hand over the proceedings of the meeting to Chairman Sir.</p>
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<p>Mr. Panna Lal Baid</p>	<p>Thank You Surbhi.</p> <p>On behalf of Board of Directors of the Company, I want to thank all members for taking the time out to join us today at this AGM.</p> <p>It is very well said that the incredible things in the business world are never made by a single person, but by a team and I am extremely happy to announce that your Company has scored very well in all key parameters of financial and non-financial performance in the year under review.</p> <p>These include growth metrics such as loan AUM, branch networks, employee addition, digital reach, as well as profitability metrics such as post-tax earnings, return ratios, margins, and so on. This performance reflects your Company's ability to identify opportunities, build relevant strategies and execute them efficiently.</p> <p>Your Company is committed to best benchmarking in good corporate governance, in overseeing how the management serves the short and long term interests of the members who helped in building public trust in the Company. Your Company believes that managing risks helps in maximizing returns.</p> <p>We are constantly fulfilling aspirations of the underserved and working towards their financial inclusion. Our focus remains to enhance the disbursement levels while maintaining the asset quality and to strategize collection efficiency of the Company.</p> <p>Your support and confidence in us, like this, drive us to look for more ways to do more.</p>
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	<p>The journey of Baid Finserv Limited is never ending and with your support, I am confident that the company will continue to scale milestones of excellence for years to come.</p> <p>We, at Baid Finserv, cherish your association with us and remain committed to delivering value to you sustainably.</p> <p>Now I would request Mr. Aman Baid – Whole-Time Director of your company to present the key financials and initiatives taken by your Company.</p>
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Mr. Aman Baid	<p>Thank You Sir.</p> <p>My Dear Shareholders, A very good afternoon to everyone. I would like to welcome you and thank you for joining us for your company's 33rd Annual General Meeting.</p> <p>I am delighted to share with you key performance highlights of your company for the financial year 2023-24.</p> <p>Total Income for the FY 2023-24 were Rs. 66.35 Cr, profit before tax grew by the 29.36% to Rs. 18.10 Cr., profit after tax rose by 24.52% to Rs. 12.93 cr, AUM of your company was up by 21.56 % to Rs. 365.72 Cr and Capital adequacy of your Company as on 31st March 2024 stood at 45.64% which is above as per the RBI Norms.</p> <p>Your Company has a diversified lending portfolio in MSME/ Mortgage loan (LAP) and financing of commercial vehicle including Car Loans, Commercial vehicles, Tractors, Construction Equipment with significant presence in both urban and rural India.</p> <p>Your company has expanded its footprints in the State of Madhya Pradesh and Gujarat by opening new branches and is in process to further strengthen its presence and customer reach Maharashtra by opening new branches. This step will further enhance the presence of the Company in different geographical locations, enable it to penetrate new markets and expand its reach to a wider number of customers for offering and delivering financial services in transparent manner. We will also explore the potentiality of entering into new geographies.</p> <p>Our network now comprises of 45 branch locations in semi-urban and rural areas across Rajasthan, Madhya Pradesh and Gujarat.</p> <p>The core objective of your company is to make finance accessible at a reasonable cost while maintaining utmost transparency in all dealings. The company's strategic vision is to address the lack of formal financing avenues in semi-urban and rural regions, where there is a significant need for financial support. By catering to these</p>
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underserved areas, the company aims to bridge the gap and empower small business owners and individuals with access to financial resources.

Throughout its journey of growth and expansion, trust has been the cornerstone of Baid Finserv Limited's values. With the unwavering support and commitment shown by its stakeholders, your company has built a strong market reputation and is dedicated to upholding this legacy for generations to come.

As we move forward, we intend to stay anchored to our belief that growth along with quality is the key to enhance shareholders' value. Our responsibility towards our valued shareholders, who have placed their trust in the Company, has always been of paramount importance to your Board of Directors. Your support and encouragement are critical to your company's success. The Board and the executive leadership recognize their responsibility towards delivering value for your investment in us.

We shall continue to explore growth opportunities and remain focused on good asset quality while ensuring the levels of NPA at minimal.

Here we highlight the important events in the FY24

1. Increased its Authorised Share Capital of the company from Rs. Thirty Crores to Rs. Forty Crores .
2. The Board of Directors have recommended final dividend of Rs 0.10 per equity share to its shareholders for the Financial Year 2023-24 subject to the approval of the members in this Annual General Meeting.

Your company is encouraging customers to use digital banking facilities as far as possible. Thus, we are providing various facilities for online payment i.e. Bharat Bill Payment System Services, BHIM UPI, Paytm etc. The Company has sent various bulk Whatsapp and bulk SMS to promote digital transactions. As an era of digitization it increases the transparency, quality and consistency to the digital banking facilities. Hence, we are repeatedly encouraging customers to avoid the physical banking and cash transactions.

As we look ahead, we remain confident in our strategic direction and committed to sustainable growth and shareholder value. We extend our gratitude to all our stakeholders, including our customers, employees, and investors, for their unwavering support and trust in our journey.

I would also like to draw your attention on Future plans of the company:-

1. Company will open new branches in Maharashtra by the end of FY25.
2. On track to achieve incremental Rs. 100 Cr AUM from Madhya Pradesh & Gujarat in FY25.



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3. The company aims to achieve an AUM of Rs. 500 Cr by FY25 & Rs. 600 Cr by FY26.
4. Expand to 75 branches across four states by FY 2024-25 and 100 branches by March 2026.
5. Upcoming Products in Consideration i.e. Micro Housing loan, 2-Wheeler loan, Co-lending to better serve our customers and drive continuous success in the evolving market landscape.

Dear Members,

Your company's annual report for the Financial Year 2023-24 along with the directors' report and the audited financial statements have been circulated to you through electronic mode. I seek your permission to take it as read. You are most welcome for any kind of clarifications on the Report and Financial Statements of the Company.

The Statutory Auditors, M/s Khilnani & Associates, have provided observation in the audit report for the Financial Year 2023-24 duly explained in Board's Report. Apart from the said qualification, there were no qualifications, observations or adverse comments on financial statements and matters, which have any material bearing on the functioning of the Company.

M/s V.M. & Associates, Secretarial Auditor of the Company have expressed unqualified opinion in the Secretarial Audit Report for the Financial Year 2023-24.

We now take up the resolutions as set forth in the notice. Following are the businesses to be transacted:-

Resolution No. 1- Adoption of Financial Statements for the Financial Year ended on March 31, 2024.

Resolution No. 2- Declaration of final dividend on equity shares for the Financial Year 2023-2024. (Rs. 0.10/- i.e. 5% on face value of Rs. 2 each)

Resolution No. 3- To appoint a Director in place of Mrs. Alpana Baid who retires by rotation and being eligible offers herself for reappointment.

I want to in conclusion, thank you all of our shareholders, for your continued trust and support in the Company. With this sort of a foundation and your trust in us, we see a successful future for your company and I would also like to place my appreciation for the sincerity, hard work, and dedication of the entire Baid team which is constantly putting their effort for the smooth running of the business.

Thank you. Now, I would like to call upon Surbhi to lead further.



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Mrs. Surbhi Rawat	<p>Thank You Sir.</p> <p>Dear Members,</p> <p>The Company had given opportunity to the Members of the Company to register themselves as speaker shareholders.</p> <p>Your company has received request from six shareholders for registration as speaker shareholder in the AGM. These shareholders have been provided specific links to enter into the meeting. Once the question and answer session starts, the name of the shareholders who have registered as speaker-shareholder will be announced one by one. I will be reading out a few guidelines so that we can do this smoothly.</p> <ol style="list-style-type: none">i. Members are requested to un-mute their microphone before speaking, and also enable webcam, if they wish to appear on the video.ii. Members are also requested to mention their name and introduce themselves before raising their question.iii. Members are requested to be concise in their queries or comments and conclude within 2 minutes for the benefit of other shareholders. <p>Now, I would request our speaker shareholder Mr. Sarvjeet Singh, DP ID and Client ID: 1201910102090517 to deliver his speech. I request the moderator to unmute the audio.</p>
Mrs. Surbhi Rawat	He is not available?
Moderator	No he is not available
Mrs. Surbhi Rawat	Ok now, I would request our speaker shareholder Mr. Manjit Singh, DP ID and Client ID: IN30020610907641 to deliver his speech. I request the moderator to unmute the audio.
Moderator	He is also not available.
Mrs. Surbhi Rawat	Ok now, I would request our speaker shareholder Mr. K Bharat Raj, DP ID and Client ID: 1204880000141972 to deliver his speech. I request the moderator to unmute the audio.
Moderator	Okay but also not available in the meeting.
Mrs. Surbhi Rawat	Now, I would request our speaker shareholder Mr. Om Prakash Kejriwal, DP ID and Client ID: '1208160111477752 to deliver his speech. I request the moderator to unmute the audio.



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Mr. Om Prakash Kejriwal	Am I audible sir, Hello
Mr. Aman Baid	Yes sir, please, please
Mr. Om Prakash Kejriwal	<p>Thank you.</p> <p>Good afternoon Sir Ji and good afternoon everybody attending this AGM. Myself Om Prakash Kejriwal, your equity shareholder from Kolkata. Thank you Sir Ji for providing me the platform to speak something before you. Thanks to our secretarial department for helping me register as speaker shareholder. Sir Ji, this is my 1st AGM only due to virtual.</p> <p>It is just an opportunity for me to join this AGM sitting in Kolkata. If possible, please follow this virtual AGM in next year also so that more and more investor could join our AGM and express their views.</p> <p>Sir Ji, our India is growing, but we are not growing to such extent. Our peers and peers are doing very well. Aapka data toh kaafi acha hai EPS 1.08 paisa peechli saal 0.97 paisa tha. Promotor holding bhi apne badaya h June mahina mein, phir b aapka share nhi chal rha h ky baat h. Matlab apki jo annual report h physical annual report yeh toh 18 19 rupay ke share ka toh ho hi nhi sakta na. Toh kum se kum 50 rupay value hona chhaiye iska toh iske liye kuch kijiye ap log ky karenge kyunki apko toh share market ko bhi dekhna h ki isme jo h logo ka interest aaye naye naye investor jude jise jo hamari company h aage bade grow kare. Ap log vehicle loan dete h or business loan dete h or mortgage loan dete h.</p> <p>Home finance mein jo apka presentation jo hai who kaafi kum h isko ap increase kare kyunki jo h real estate sector jo hai kaafi boom kar rha h india mein toh isme agar ap dhyaan denge toh hamara business aur badhega aur yeh toh secured business hai aur dusra gold loan yeh kaafi profitable business hai agr isme b aap dhyaan de toh ye b kaafi profitable business h or consumer finance, jo ki birlaji finance aur bajaj Finserv karta h jo hum dekhte h ki har store mein unka aadmi baitha rehta h aur who finance karta h toh is type ka business mein agar utare toh isme kaafi benefit ho personal loan isme b kaafi acha market h toh isme apka kya vichar h thoda sa bataega.</p> <p>Or 27 may ko apne meeting kiya tha jisme apne dividned declare kara tha account final kiya tha usme apne right issue kyu defer kiya who thoda bataega Abhi kya apko fund ka jarurat nhi h ky kyunki apne authorize capital toh 30 crore se 40 crore kardiya toh right issue kab tak lekar aaenge kab tak aapko fund ki need hogi. Or hum logo ka net interest margin ky baitha h who thoda batega aura aage apko ky future lagta h india toh aage abhi jo h kaafi loan ka demand h</p> <p>Or NBFC kaafi grow kar rha h toh ap logo ko ky lag rha h future yeh thoda bataega . At last year, sir ji please maintain your smile and be cheerful I will always with you as your long investor. Thank you. Thank you sir. Thank you.</p>



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Mr. Aman Baid	<p>Thank you sir, for your kind words. I'll try to answer your queries and give some numbers around it. So we are growing at CAJR of 20 to 25 % and for the current financial year also, our plan is to achieve 500 crores of AUM which will be around 30 % growth on our AUM side. Apart from this, we should grow at about 20 to 25 % on all other parameters that is the net interest, sorry, the total income, the profit before tax and profit after tax, of course. So we are aiming for 20 to 25 % growth on all parameters this year. Last year we have ventured out into new geographies that is Madhya Pradesh and Gujarat. It was the 1st year for us to grow our branches and open new branches in other states than Rajasthan and we have had a good experience so far. We have we are about to close we are we already have around 55-60 crores of AUM in the new states and by the end of this year we are aiming to grow this AUM to close to about 100 crores.</p> <p>Our DNA has been of doing secured lending, that's why we are not very focused on personal loans and consumer durable loans. Whereas like you rightly said, a housing loan is one area that we are targeting because we are not a housing finance company, we cannot do it directly on our books. Hence we are looking for support from other HFC's and small finance banks, and we will do this micro housing loan as a co lending product with the help and support of the large, we will be originating these loans. It will be on the AUM own book of the large partner, which is a HFC or a small finance bank.</p> <p>So, I mean, these were the two three things that I wanted to update you with and our net interest margins are in the range of around nine and a half to 10 %. Our average cost of borrowing for last financial year has been close to about 11:45 percent and onward lending is at 21 %.</p> <p>On an average. So we see these names improving year on year and we are trying to get more, more and more banks as our lenders compared to NBFC's. This year we are targeting at least four new banks.</p> <p>To be onboarded as lenders and focus will be to borrow new term loans from banks for the reason of low cost of borrowing. We had, so the, we had, we have deferred the rights issue.</p> <p>As we feel this is not the right time to do it because there is enough liquidity because of borrowings from larger banks, HFC's and NBFC's. We have added five major lenders last year and we wish to add another three to four banks and couple of NBFC's which comprehend with our low cost of borrowing and increase the lender base this year as well. I hope I was able to answer and justify your queries and questions and this year definitely will be going to another state growing our top line and bottom line by 25 to 30 %. That is what we are targeting by March 2025.</p>
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Mrs. Surbhi Rawat	<p>Thank You Mr. Om Prakash Kejriwal and Mr. Aman Baid.</p> <p>Now, I would request our speaker shareholder Mr. Shivam Agarwal, DP ID and Client ID: '1208160110477586 to deliver his speech. I request the moderator to unmute the audio.</p>
Moderator	<p>He is also not available.</p>
Mrs. Surbhi Rawat	<p>Ok now, I would request our speaker shareholder Mr. Praveen Kumar, DP ID and Client ID: IN30011810449827 to deliver his speech. I request the moderator to unmute the audio.</p>
Mr. Praveen Kumar	<p>Hello I'm audible.</p>
Mr. Aman Baid	<p>Yes yes Mr. Praveen you can carry on.</p>
Mr. Praveen Kumar	<p>Yeah. Very, very good afternoon to my founder and respected chairperson respected MD, esteem board of director, and my co fellow shareholder who joined this meeting online. Sir, myself Praveen Kumar joining this meeting from new Delhi, I have few observations which I share with the entire house.</p> <p>But, but before that sir, in this financial year, in this financial year, this is our 1st interaction with the management, so I wish the entire management team a happy, healthy and prosperous new year to each and every worker of our company and coming down to my coming down to my observation.</p> <p>Sir, I'm very, very thankful to our respected founder sir, for addressing the shareholder. It was once in a year event, but I'm always looking forward to his director's speech to the shareholder and I'm very, very thankful for Aman sir, for the financial aspect of the company in a very, very detailed and structured manner, so it was very, very informative for a retail investor like me. So I'm very, very thankful for the entire management team. The way that our company is running, the top management is very, very ethnical, very, very hard work working and dedicated to bring sustainable growth for a retail investor like me. I'm very, very thankful. It is a very, very interesting company and our company is very, very aggressive in his approach taking one step at a time.</p> <p>To, you know, enter in the state of Maharashtra at present earlier, we used we used to try Madhya Pradesh also where we receive very, very good response. So I hope in the next five year we will be a company which have the presence in pan India presence. So that will be a very, very delightful movement for all of us who put our hardened money into the company. I wholeheartedly sported all the resolution which you set out for the notice today and I'm very, very thankful to our respected CFO, Aditya Baid sir and our company secretary Surbhi Rawat ji and their entire team.</p> <p>To designing our annual report in such a manner, I requested a hard copy of it and</p>



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	<p>it will be timely, you know, sent to me. It is a very, very clear annual report in a very, very easy to understand manner that truly shows the management is very, very investor friendly approach as far as the retail investor is concerned. So I'm very, very thankful to be part of such an interesting company. I just pray to the God that he will bless our founder respected chairperson and the entire board so that you will keep the momentum in the future also and due respect to my earlier speaker Mr. Kejriwal, I think he asked multiple questions, so I don't want to repeat them but yes, I have one question. Sir, as far as if you do remember I'm with the company for more than a decade and lastly we change our name also to Baid Finserv. It truly signifies that in today's time, in our business we have to have the inclusion of digital aspect in our company. So I request I, you know, my question is to the management is in the next three years, what will be the AI tool which we are using to enhance the, revenue in our company and cutting costs by the same time.</p> <p>No, so this is my question and I'm very, very thankful for this opportunity to share my views and express my feeling I wish you all the luck and all the best. Thank you sir. Thank you very much.</p>
Mr. Aditya Baid	Oh, you're not audible. Aman, Aman you're not audible, please check.
Mr. Aman Baid	<p>Sorry, Thank you for your encouraging words for about the question that you have asked. So in the current financial year, we are going to implement a complete MIS system from Graviton, which includes LOS, LMS reporting, accounts, collections and legal. So the end to end process will be on available to our team on mobile app, which will further reduce the turnaround time for approving and sanctioning our loans. That is going to be our primary focus. Once we have the LOS LMS and all the data in one single platform, that is when we are going to actually, you know, leverage that and based around the credit scoring module model that we have made which includes business rule engine scoring model for the customers. We are going to reduce the turnaround time and further in, next couple of years we will build a cross sell and upsell mechanism around our existing borrowers where are existing borrowers like you see larger players pushing SMS and whatsapp messages that you are, you know, your personal loan is approved, you have pre approved personal loan, you have pre approved unsecured business loan.</p> <p>Those kind of pre approved loans are what we are going to cross sell to our customers and leverage the customer base and the co applicants and guarantors you know include our included in our loan structure. So cross sell product and selling products like personal loans, two wheeler loans and you know, a customer who has taken up 1st, a loan against property from us, he would be pre qualified for a vehicle loan and vice versa. So that is what we are targeting to finish by end of this year. And once we are on that LOS platform, MS platform that I just spoke about, I think it will help us a lot in future to grow our revenue and increase our customer base according to the cross sell products.</p>



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Mrs. Surbhi Rawat	<p>Thank You Mr. Praveen Kumar and Mr. Aman Baid</p> <p>There is no other speaker shareholder. However, if any Member has any question or suggestions you may write to the Company at the email id provided in the Notice of AGM i.e. cs@baidgroup.in and the same would be addressed appropriately.</p> <p>Moving further I would like to inform you that Mr. Manoj Maheshwari, Practicing Company Secretary and partner M/s VM & Associates has been appointed by the board as scrutinizer, to scrutinize the e-voting process in a transparent manner and issue a report.</p> <p>The results for remote e-voting and e-voting during AGM will be declared within 2 working days from conclusion of this meeting. The results declared along with the report of the Scrutinizer shall also be submitted to the stock exchanges and will also be placed on the website of the company.</p> <p>As the meeting is convened through VC or OAVM today, resolutions have already been put to vote through remote e-voting and the requirement to proposed and seconded is not applicable.</p> <p>I would now request Mr. Panna Lal Baid to declare the proceedings of this annual general meeting as completed and to conclude the meeting.</p> <p>Thank You.</p>
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Mr. Panna Lal Baid	<p>I thank once again all the members, Directors, Auditors and Scrutinizer for their continued guidance and oversight and for taking their time to join this meeting through VC. I also thank the entire team in ensuring the conduct of this AGM seamlessly. I thank all my colleagues on the board. I now declare the meeting is concluded. With your consent, I and other members of the Board, would like to leave the meeting and request all the members to stay safe and healthy.</p> <p>We look forward to see you all in the next annual general meeting. Thank you very much. Have a good day!</p>
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Mrs. Surbhi Rawat	<p>I would like to place on record the vote of thanks to the Chairman and express my gratitude to all the members, directors, Auditors and Scrutinizer for their co-operation. E-voting has been concluded now. Thank You and have a great day ahead.</p>
Mr. Aman Baid	<p>Thank you everyone, thank you. Thank you, everybody. Thanks.</p>