



## BANARAS BEADS LIMITED

AN EXPORT HOUSE RECOGNISED BY GOVERNMENT OF INDIA  
CIN No. L01131UP1980PLC004984

AN ISO  
CERTIFIED  
COMPANY

Regd. & Head Office	: A-1, Industrial Estate, Varanasi - 221106 (INDIA)
Phones	: +91-542-2370161-4 (4 Lines)
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Website	: www.banarasbead.com

Manufacturers & Exporters of All kind of Beads, Fashion Jewelry and Accessories.

REF.: BBL/SECT/

February 12, 2024

To,

The BSE Limited  
Department of Corporate Services,  
Phiroze Jeejeebhoy Towers  
Dalal Street, Mumbai - 400001

The National Stock Exchange Of (I) Ltd.,  
Exchange Plaza, 5th Floor,  
Plot No.C/1, G-Block,  
Bandra-Kurla Complex, Bandra (E)  
**Mumbai - 400 051**

**Scrip Code: BSE- 526849; NSE- BANARBEADS**

**Sub: Investors Conference Call Transcripts**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached is Investors Conference Call held through Zoom Meeting Transcripts on 10<sup>th</sup> February, 2024 along with video recording. Further we are giving relevant link regarding Audio record and other details. <http://bblinvestor.com/meet.html>. This is for your information and record please.

Kindly take the same on your record.

Thanking you,

Yours faithfully,  
For **BANARAS BEADS LIMITED**

**(R.K. SINGH)**  
**COMPANY SECRETARY**  
Encl. As above



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# BANARAS BEADS LIMITED

Q3 FY 2023-24 INVESTORS CONFERENCE CALL conducted through ZOOM  
MEETING ON 10<sup>TH</sup> FEBRUARY, 2024

## MANAGEMENT:

MR. RAMESH KUMAR SINGH COMPANY SECRETARY & COMPLIANCE  
OFFICER MR. VINAY KUMAR PIYUSH CHIEF FINANCIAL OFFICER

<p><b>Ramesh Kumar Singh</b></p>	<p>Good morning to all the Investors. Myself R K Singh, Company Secretary &amp; Compliance Officer of the Company and Moderator for this call meeting. On behalf of Company Banaras Beads Ltd, I extend a very warm welcome to everyone for joining this Earnings conference call through Zoom Meeting on 10<sup>th</sup> February, 2024 for 3<sup>rd</sup> Quarter and nine month ended 31<sup>st</sup> December, 2023. All participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Please note that this conference/Zoom meeting is being recorded.</p>
<p>Vinay Piyush</p>	<p>Now I would like to handover the call to Mr. Vinay Piyush, CFO to state about the financial performance of the Company for 3<sup>rd</sup> Quarter and nine months ended 31.12.2023.</p> <p>Good morning , you have seen the in third quarter financial highlights of 3<sup>rd</sup> Quarter FY 2023-24. Now I am presenting before you high light of business performance of the company for 3<sup>rd</sup> Quarter for F.Y. 2023-2024.</p> <p>The Total income is Rs. 438.81 lacs including Rs. 58.75 lacs other Income in the comparison of 2<sup>nd</sup> Quarter Rs.1005.33 Lacs. In previous year 3<sup>rd</sup> Quarter total income was Rs. 331.01 lacs.</p> <ul style="list-style-type: none"> <li>➤ <b>Revenue decreased in 3<sup>rd</sup> Quarter by 60.06% to Rs. 380.06 lacs</b> as compared to Rs. 951.67 lacs in the previous quarter ended 30.09.2023.</li> <li><b>Profit after Tax decreased around 58.10% at Rs. 45.21 lacs</b> as compared to Rs. 107.92 lacs in the previous quarter ended 30.09.2023.</li> </ul> <p><b><u>Highlights for Q3 FY2023-2024.</u></b></p> <ul style="list-style-type: none"> <li>➤ Total Revenue generated from operation in 3<sup>rd</sup> Quarter Rs. 380.06 as compared to to Rs. 951.67 lacs in the previous quarter ended 30.09.2023. Means <b>Revenue from operation decreased in 3<sup>rd</sup> Quarter by 60.06% but from comparison of previous year same quarter revenue from operation increased by 28.48%</b>. In third quarter of previous year revenue was generated Rs. 295.81.</li> <li>➤ <b>Profit after Tax decreased around 58.10% at Rs. 45.21 lacs</b> as compared to Rs. 107.92 lacs in the previous quarter ended 30.09.2023. However, profit after tax increased by 65% in the comparison of previous year same period.</li> <li>➤ We hope in this quarter turnover and profit both will be increased.</li> </ul>

<p><b>Vinay kumar Piyush</b></p> <p><b>Ramesh kumar Singh</b></p>	<p>Now I request to Company Secretary to focus somethings on future plan of the company.</p> <p>1. You are aware that the board of directors of the company in its meeting held on 31.01.2024 has declared Interim Dividend for F.Y. 2023-2024 @ Rs 2 per equity share.</p> <p>The 'Record Date will be 12.02.2024' for the purpose of payment of said interim Dividend on Equity Shares. The Interim Dividend would be paid to members whose names appear on the Register of Members as on the Record Date i.e. 12.02.2024 and the beneficial owners as per details received by the Company from National Securities Depository Limited and Central Depository Services (India) Limited.</p> <p>The Members who have not yet made payment against calls in arrears, their dividend on partly paid shares will be adjusted from their due calls in arrear amounts.</p> <p>The dividend shall be paid on or after 22<sup>nd</sup> February 2024.</p> <p>2. Trading of shares-</p> <p>The shares of company are being traded with BSE and NSE between Rs. 107.25 to Rs.90.50 during the quarter from October to December 2023 and in this week upper trading value reached at Rs. 119.</p>
<p><b>Ramesh kumar Singh</b></p>	<p>I now declare the Question- Answer session open for the participants.</p> <p>We have received a question one shareholder namely Mr. Gopal Das Gupta. Mr. Gupta wants to know future plan of the company.</p>
<p><b>Ramesh kumar Singh</b></p>	<p>Thanks Mr. Gopal,</p> <p>You know that company main products Glass Beads, Handicrafts and its related items and having biggest market in US and company procures its order mainly by participating in international fares and personal meeting with Foreign Buyers. The CEO of the company and other marketing staffs have visited and got good orders. We hope turnover of the company by end of this financial year will be increased in the comparison of previous year.</p> <p>Mr. Gopal, can you hear me, you want to know anything further more.</p>
<p><b>Vinay kumar Piyush</b></p>	<p>Another shareholder Mr. Sanjay Singh has raised their question regarding decreasing in turn over and profit during 3<sup>rd</sup> Quarter, in F.Y. 2023-24.</p> <p>This question will be replied BY CFO of the Company. Mr. Vinay pl reply.</p> <p>You are aware that company's main business Glass Beads and Handi Crafts and main Buyers are Chain Stores based at USA. Yourop main festival is Christmas and for which Buyers started to store all fashionable and decorative items from 2<sup>nd</sup> quarter and in 3<sup>rd</sup> quarter not taking delivery due to their busy schedule in festival. This is the main reason to decreased turnover in 3<sup>rd</sup> quarter. The profit decreased due to downfall in turnover.</p> <p>Mr. Sanjay, your any other question ?.</p>

	<p>No.</p> <p>Now I request to Company Secretary to give reply of other shareholders.</p> <p>Another shareholder Mr. Ankit Sah has raised their question regarding progress of logistic parks, warehouses, infrastructure projects etc.</p> <p>We are in process to expand company business in developing, operating and maintaining industrial parks, logistic parks, warehouses, infrastructure projects etc. In this regard the company has submitted a project of logistic parks, warehouses to develop on its land to the U P Government. The company's land which we have proposed for Logistic Park was acquired by VDA in the year 2000. Thereafter we have made several request/approach to UP Govt. and Varanasi Development Authority eighter left our land or give relevant compensation on present market rate. So that we may establish our factory/logistic park on said land or purchase other land on the consideration to receive from VDA for said land. The matter is still pending before UP Govt./ VDA and Allahabad High Court with some others Villagers Write. We are waiting decision of UP Government/ High Court.</p>
<b>Ramesh Kumar Singh</b>	The other shareholders Mr. Nimesh, Mr. Ajay, Mr. Subhash Srivastava, Mr. Umesh Mishra and others were online but not asked any question except Mr. Nimesh who had suggested to make hotel in Ayodhya, but the same is not possible presently at the end of company.
	The all questions suitably answered by myself and CFO including future prospect.
<b>Ramesh Kumar Singh</b>	<p>Thanks to everyone who has participated directly or indirectly. We hope we were able to resolve all the queries. And if atall there are any queries that are left as unanswered, you may send them to us by email and we'll try to get back to you and answer your queries.</p> <p>On behalf of Banaras Beads Limited, I conclude this conference call. You may now disconnect your lines. Thank you.</p>

Notes:

1. Figures have been rounded off for convenience and ease of reference.
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