



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)
Fax	: +91-542-2370165, 2370214
E-mail	: rksingh@banarasbead.com investor@bblinvestor.com
Website	: www.banarasbead.com

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

REF.: BBL/SECT/

December 1, 2022

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 Transcripts held on 30th November, 2022 alongwith video recording. 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

Q2 FY 2022-23 INVESTORS CONFERENCE CALL

30TH NOVEMBER, 2022

MANAGEMENT:

MR. SIDDHARTH GUPTA- CEO & MANAGING DIRECTOR MR.
RAMESH KUMAR SINGH COMPANY SECRETARY &
COMPLIANCE OFFICER MR. VINAY KUMAR PIYUSH CHIEF
FINANCIAL OFFICER



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**Ramesh
Kumar
Singh**

Good afternoon to all the Investors. On behalf of Company Banaras Beads Ltd, I extend a very warm welcome to everyone for joining us on our investors call today to the 2nd Quarter FY2022-23 Post Results Conference call of the Company. Myself R K Singh, Company Secretary & Compliance Officer of the Company and Moderator for this call meeting.

Before we start the proceedings, all the participants may please be informed that this Conference Call may contain forward-looking statements about the company which are based on the beliefs, opinions, and expectations of the company as on date of this call. These statements are not guarantees of future performance and involve risks and uncertainties that are difficult to predict. As a reminder, 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. Should you need assistance during the Conference Call, you may post your concern/queries in chat box or raise your hands as option available in the bottom of the screen under reactions button. Please note that this conference is being recorded.

We have today with us the Management of the Company, represented by Mr. Siddhartha Gupta, CEO and Managing Director and Mr. Vinay Kumar Piyush, CFO of the Company.

1st and 2nd Quarter financial results for F. Y. 2022 -2023 have been already made available to the stakeholders and I hope all of you must have gone through the same. We will first go through the highlights of the quarter over the Company presentation after which we shall invite questions from the participants.

I would like to now handover the call to Mr. Vinay Piyush, CFO to state about the financial performance walkthrough of 1st and 2nd quarter and general business scenario.



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**Vinay kumar
Piyush**

I shall be presenting the financial highlights of 1st and 2nd Quarter FY 2022-23.

In 2nd Quarter for F.Y. 2022-2023 the Total income is Rs. 895 lacs including Rs. 42 lacs other Income in the comparison of 1st Quarter Rs.698 Lacs. We export more than 90 % of our products to Big Stores like Walmart, Michaels, Hobby Lobby, Jo-Ann in USA and other 80 Countries.

Highlights for Q1 FY2022-2023

- Revenue increased in 1st Quarter by 31% to Rs. 667 lacs as compared to Rs. 508 lacs in the previous quarter ended 31.03.2022.

Profit after Tax increased around 17.5% at Rs. 67 lacs as compared to Rs. 57 lacs in the previous quarter ended 31.03.2022.

Highlights for Q2 FY2022-2023

- Revenue increased in 2nd Quarter by 27.71% to Rs. 852 lacs as compared to Rs. 667 lacs in the previous quarter ended 30.06.2022.
- Profit after Tax increased around 52.24% at Rs. 102 lacs as compared to Rs. 67 lacs in the previous quarter ended 30.06.2022.

Highlights for Q2 FY2022-2023 with previous year 2021-22

- Revenue increased in 2nd Quarter by 8% to Rs. 1520 lacs as compared to Rs. 1408 lacs in the previous quarter ended 30.09.2021.
- Profit after Tax decreased around 4% at Rs. 167 lacs as compared to Rs. 176 lacs in the previous quarter ended 30.09.2021.

- These were the Financial Highlights for 1st and 2nd quarter the year.

Now I Request to Company Secretary to state about present order and future Plans:



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Ramesh Kumar Singh	<p><u>Present orders and Future prospects</u></p> <p>Presently we are having orders in hands around Rs. 9.00 Crore and by this <i>the increasing trend in revenue generation as well as in profit continuously going on due to continues support by US based big Customer (Chain Store) and due to quality and punctuality in execution of orders by the company.</i></p> <p>We hope at the end of the financial year 2022-2023 turnover and profit both will be increased around 20% compare to previous year.</p> <p>Now I invite to members to ask their questions one by one.</p> <p>Thank you.</p>
Ramesh kumar Singh	<p>I now declare the Question- Answer session open for the participants. I would now invite Mr. Gopal Das Gupta to ask his questions.</p>
	<p>Mr. Gopal Das Gupta not un-muted himself after repeated request, but he has already sent his question through e-mail i.e. future prospect of the company. The said question was already replied /stated by Company Secretary/CFO during presenting financial high lights and thereafter hence not repeated the same.</p>
Servesh Kumar	<p>Thereafter Mr. Sarvesh raised question regarding gross profit and net profit, future prospects of the Company.</p>
Ramesh Kumar Singh	<p>The Company Secretary and CFO suitably given answer of all such question of Mr. Sarvesh including profit, future prospect as well as new project Ware House of the company.</p>
Ramesh Kumar Singh	<p>Thank you Ladies and Gentlemen. We hope we were able to resolve all the queries. And if at all there are any queries that are left 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.
2. No part of this publication may be reproduced or transmitted in any form or by any means without the prior written consent of Banaras Beads Limited