



September 24, 2020

To,

The Listing Department,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

Scrip Code : 532613

To,

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex
Bandra (East), Mumbai-400 051.

Trading Symbol : "VIPCLOTHNG"

Dear Sir/Madam,

Sub: - Chairman Speech delivered at 30th Annual General Meeting of the Company held on 24th September, 2020.

We have enclosed herewith the Chairman Speech delivered by Mr. Sunil Pathare - Chairman and Managing Director of the Company at 30th Annual General Meeting of the Company held on 24th September, 2020 at 11.30 a.m. through Video Conferencing (VC)/ Other Audio Visual Means (OAVM).

Requested you to kindly take the same on your record.

Yours faithfully,
For **VIP Clothing Limited**

Archana Panchal
Company Secretary
Membership no.: A-31071
Date: 24.09.2020



Encl: A/a.

VIP Clothing Ltd.
(Formerly known as Maxwell Industries Ltd.)

Registered Office: C-6, Street No. 22, MIDC,
Andheri (E), Mumbai - 400 093, India.

CIN : L18101MH1991PLC059804

T: +91 (22) 28257624 /27/33
F: +91 (22) 28371023
Export Div. T: +91 (22) 28256788
F: +91 (22) 28371024

E : info@viporg.com
W: www.vipclothing.in

Chairman Speech

Dear Shareholders,

The Fiscal year 2020 started off as a promising year on all fronts, as we step into our journey towards the Golden Jubilee celebration year for the brand **VIP**. We were on track in terms of all our Plans on revenue growth, profitability, and various excellence programmes until January 2020, when the country began witnessing early signs of the pandemic. In a manner of speaking of which, Fiscal Year 2020 ended abruptly, and at the same time, it became clear that the summer season as well as the rest of Fiscal Year 2021 would be a challenging period not only for us but entire world as well. The Covid-19 is the first and foremost human disaster in 2020. The coronavirus crisis is the most disruptive event in the modern human history. India has been amongst the worst affected countries.

As I speak with you all, the infection rate continues to rise in several parts of the country and also Globally, but we are learning to live and work in these changed circumstances. The world stopped, our lives have been turned upside down, the economy failed, an uncertain future, and the common man had been hit the hardest. It was heart breaking to see migrant families walking to their homes without food and water. The advent of a few lifesaving medicines provides welcome relief and there is hope that a vaccine will be available before the end of this calendar year. We must salute the spirit of the Government authorities, healthcare workers, police Department, and the public, in fighting the pandemic. But we still have a long way to go.

I must acknowledge the understanding and support of our numerous customers, on whose trust we continue to evolve and grow. We take pride in being labelled as “Trusted Indian Innerwear Brand” & ‘The Hygiene wear expert ’, and that is what each VIP Clothing team member strives at . I would also like to convey my appreciation to all the employees of VIP Clothing Ltd as well as its Business Trade Partners, dealers, business associates and vendors and their families for their laudable efforts in pursuing business continuity and their ongoing and relentless efforts towards restoring normalcy. With courage and conviction, and diligence and determination, they continue to contribute, placing the Company’s interests above their own. Their commitment and sacrifices will definitely be recorded in the history of your glorious Company.

I specially acknowledge the team at VIP for quickly adapting to new norm of “Work from Home” which was more of western world Phenomenon. Also Acknowledging, our team members who have to travel for work to the offices, manufacturing locations or market places risking lives above company goals. Though we have taken utmost Care and Precautions as per the directives of government from time to time at all our work Location and offices, but still we had minuscule cases especially in sales who were exposed to market places. I salute my company warriors who keep up their head high and work in such difficult times.

The declining economic growth rate during the Fiscal Year 19-20 followed by lockdown, had an adverse impact in the last quarter & current year businesses especially in the first half of 2020. The recovery is projected to be more gradual than previously projected. The textiles industry has made a major contribution to the national economy in terms of net foreign exchange earnings and contribution to the GDP. The textiles sector is the second largest provider of employment after agriculture. Thus, the growth and all round development of this industry has a direct bearing on the improvement of India’s economy.

As leaders of the industry, in these unprecedented times, we are looking at constructive ways and means of dealing with the situation, taking care of all our employees, stakeholders and continuously focusing on the ever- changing customer.

Given the current fluid situation, our Company has implemented stringent cost control measures and looking at only business critical expenditures to conserve our financial resources and further strengthen our wherewithal to address any emerging situation. As I look forward, I wish and hope that the global efforts in fighting the pandemic ,bear some quick results and we are able to emerge out of these testing times and get back to leading our lives, as usual. However, there is no doubt that this ‘usual’ would be very different from what we have been used to and this would call for an increased focus on adaptability on the part of industry leaders like us to transition not just the organization but also spearhead the industry to cater to the evolving needs of the consumers.

Looking at the present situation, our Company has quickly adapted to the opportunity from the crises and created a Hygiene’ portfolio, into REUSABLE AND WASHABLE COTTON FABRIC 3PLY, 4 PLY MASK, N95 AND 3 PLY MELT BLOWN FABRIC MASK. But at the same time, we all strongly believed and many had proved that, every adversity presents multiple new opportunities. Several Global business leaders anticipate that in a post-covid-19 period, India could play an important role in becoming a Global Manufacturing Hub for the world. We at VIP, Also

had encashed such new opportunities and started Manufacturing Masks in our Brand VIP. We at our Thingallur Factory had also manufactured PPE Kits for outsourcing jobs.

Covid crises has given us an opportunity to reboot our thinking and recommit ourselves to company's financial goals. Besides, Stringent Cost reduction, Inventory Management, Controlling number of days for debtors, innovative ideas across the company, intensive Customer interaction, IT Usage for data analysis , Optimal Utilisation of capacities are some of the major steps company would be engaged in ,to increase efficiency . Overall the Company's Balance sheet and liquidity position are comfortable, which enables it to deal with business uncertainties' and look at growth initiatives.

I would like to take this opportunity to thank the directors on our Board for their constant inputs, advice and Guidance.

I would also to thank all our customers, dealers, and Government authorities, Financial Institutions, Auditors, Bankers specially State Bank of India, IDBI and HDFC Bank and also all the other business associates for their continued trust in us.

Finally I would like to place on record our sincere appreciation to our shareholders who have supported us at all the times.

With your consent, the Board Members and myself shall take your leave now.

Thank you very much.

GOD BLESS ALL. STAY SAFE AND STAY HEALTHY.

The Meeting is adjourned.
