

Chairman speech

Good evening one and all,

I am pleased to meet you at the 28th Annual General Meeting of your Company. It is indeed a challenging year for all of us. It is the combined effort of mankind due to which we are able to hold meetings virtually without actually being present physically amidst coronavirus pandemic.

It is really appreciable that your Company is emerging stronger and healthier and is scaling new heights. I do have full faith in our teamwork and dedication. We are bouncing back to the old glorious days moving towards a Bright and Prosperous future.

The year 2021-22 has been an incredible year for the ecommerce industry with more users coming online to buy various products and services. As you are aware Nihar Info Global Limited is one of the few Listed eCommerce companies in India.

The Company has diversified into eCommerce in the year 2016 and has made a significant impact in the eCommerce space. The Company is proud to be one of the Premium Sellers in various Marketplaces like Amazon.in and Flipkart.com. The Company has launched its D2C Brand ONVO with various Lifestyle, Home and Kitchen related products on these Marketplaces.

The Company has started receiving orders for the ONVO products in Amazon.in and Flipkart.com.

In the B2B space, the Company has also done a good number of Sales to Corporate Customers and Government Customers for sales of various Laptops, Desktops, Large Format Displays, Interactive Displays, Corporate Gifting etc.

The Company also provides a platform for various D2C brands to sell on Marketplaces like Amazon.in and Flipkart.com. The Company provides end to end services to the D2C Brands in terms of Catalog Management, Content Development, Inventory Management, Order Management, Warehousing Services for both eCommerce Marketplaces and D2C Portals.

In this regard, the company has signed an agreement with M/s Yellow Thread India Pvt Limited for sale of their products through ecommerce Marketplaces.

Recently the company has also signed an agreement with M/s Energy Devices for Sale of their Aarogyam Brand of Cast Iron Cookware products through ecommerce Marketplaces.

eCommerce Growth in India:

- In 2022, the Indian ecommerce market is predicted to increase by 21.5%, reaching US\$ 74.8 billion
- India's social commerce has the potential to expand to US\$16–20 billion in FY25, growing at a CAGR of 55-60%.
- The recent rise in digital literacy has led to an influx of investment in E-commerce firms, leveling the market for new players to set up their base, while churning out innovative patterns to disrupt the old functioning.

- The e-commerce market, meanwhile, is expected to capture 11.4% of the total Indian retail market by 2026.
- The e-commerce trend is gaining major popularity even in tier-2 and tier-3 cities as they now make up nearly half of all shoppers and contribute three of every five orders for leading e-retail platforms.
- The unprecedented growth in India's retail e-commerce sales helps the country beat the global retail e-commerce sales growth estimation with a distant margin.

Performance highlights for the Financial year 2021 - '22:

There had been an increase in the turnover of Rs. 955 lakhs as compared to Rs. 498 lakhs during the Financial Year 2020-'21.

The management of the Company has kept their best efforts to increase the revenue of the Company and has consciously made Strategic decisions thereby achieving better growth for the Stakeholders.

Your Company continuously keeps its best efforts to get the Bulk orders to increase the revenue of the Company. We would like to inform you that recently we received a bulk order for Corporate Gifting for Supply of Sportswear for the CYCLOTHON event organized by ONGC (Oil and Natural Gas Corporation India Limited) Kakinada.

As you are aware, as part of the B2B offerings, the Company has been in the Audio Video Industry for the last few years and has been providing various Display Solutions by partnering with various brands like Samsung, Benq, Logitech etc. Now we would like to announce that the Company has forayed into the Home Segment where we will provide End to End Home Theater Solutions with One of a Kind Technology and Experience. Our Home Theater Solution would replace the traditional Projectors with LED Displays and provides an Immersive Experience in 4K and 8K. There are various offerings of Home Theater Solution for the Home segment ranging from Rs. 20 Lakhs to Rs. 4 Crores.

I would like to conclude my speech by extending my gratitude to all the stakeholders of the Company and all the employees who have been helpful to the Company in carrying out the business uninterrupted during this pandemic situation going on since March, 2020 in India. Let us join together to pass this tough time with our collective Goodwill and Spirit.

Thank You All.

FOR NIHAR INFO GLOBAL LIMITED



BSN Suryanarayana
Chairman

