



Date: September 26, 2025

To,
Corporate Relationship Department,
BSE Limited
2nd Floor, New Trading Wing,
Rotunda Building, P.J. Towers,
Dalal Street, Mumbai – 400 001

Scrip Code: 543746
ISIN: INE0BSU01018

Dear Sir/Madam,

Sub: Submission of the proceedings of 30th Annual General Meeting (AGM) for F.Y. 2024-25

Ref: Regulation 30, Sub-para 13 of Para-A of Part-A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

The summary of the proceedings of the 30th Annual General Meeting (AGM) for F.Y. 2024-25 of the Company held on **Thursday, September 25, 2025** through Video Conferencing ('VC') or other Audio - Visual Means ('OAVM'), which was **commenced at 12:30 P.M. IST** and **concluded at 13:28 P.M. IST**, are enclosed herewith as **ANNEXURE - A**.

Report of Scrutinizer and Voting Results under Regulation 44 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 will be disseminated separately.

The above information is also available on the website of the Company at www.logicainfoway.com.

Request you to kindly take the above information on records.

Thanking you,
Yours faithfully,

For LOGICA INFOWAY LIMITED
[Formerly; Eastern Logica Infoway Limited]

Priyanka Gera
Company Secretary & Compliance Officer

Encl: As stated above

ANNEXURE - A

SUMMARY OF THE PROCEEDINGS OF THE 30TH ANNUAL GENERAL MEETING (AGM) FOR F.Y. 2024-25 OF THE MEMBERS OF LOGICA INFOWAY LIMITED (FORMERLY; EASTERN LOGICA INFOWAY LIMITED) HELD ON THURSDAY, SEPTEMBER 25, 2025 AT 12:30 P.M. THROUGH VIDEO CONFERENCING ('VC') OR OTHER AUDIO - VISUAL MEANS ('OAVM')

DIRECTORS / KEY MANAGERIAL PERSONNEL (KMPS) PRESENT:

- Mr. Gaurav Goel, Chairman cum Managing Director of the Company - Member of Audit Committee & Stakeholders Relationship Committee.
- Mrs. Shweta Goel, Whole time Director of the Company - Chairperson of Corporate Social Responsibility Committee and Member of Stakeholders Relationship Committee.
- Mr. Rakesh Kumar Goel, Non-Executive Director of the Company - Member of Corporate Social Responsibility Committee and Nomination and Remuneration Committee.
- Mr. Dinesh Arya, Independent Director of the Company - Chairman of Audit Committee, Member of Nomination and Remuneration Committee and Corporate Social Responsibility Committee.
- Mr. Nil Kamal Samanta, Independent Director of the Company - Chairman of Stakeholders Relationship Committee and Member of Audit Committee.
- Mr. Deepak Kumar Jha - Chief Financial Officer.
- Mr. Sundeep Mishra - Chief Operating Officer.
- Mr. Ankur Bhutani - Chief Operating Officer (North Division).
- Mr. Kshitij Goel - Chief Information Officer.

IN ATTENDANCE:

- Ms. Priyanka Gera - Company Secretary & Compliance Officer

INVITEES PRESENT:

- Mr. Vaskar Das - Proprietor of Vaskar Das & Associates, Secretarial Auditors for FY 2024-25.
- Mr. Altab Uddin Kazi, PCS - Proprietor of Altab Kazi & Associates, Scrutinizer of the Meeting.

NOT PRESENT:

- Mrs. Vinita Saraf, Independent Director of the Company and Chairperson of Nomination and Remuneration Committee – was not able to attend the meeting due to her pre-occupation.
- Mr. Rajendra Rampuria - Partner of M/s Rampuria & Co., Statutory Auditors for FY 2024-25 could not attend the meeting due to official exigencies and it was duly recorded.

MEMBERS PRESENT:

Total number of members attended the AGM were 11 holding 71.59% of shares in the company.

PROCEEDINGS:

Ms. Priyanka Gera, Company Secretary & Compliance officer extended a very warm welcome to all stakeholders and requested Mr. Gaurav Goel, Chairperson cum Managing Director of the Meeting, to call the meeting to order.

The Chairman confirmed that the requisite quorum was present and called the meeting to order and requested Ms. Priyanka Gera to commence the proceedings.

The Company Secretary confirmed that the Notice of the 30th Annual General Meeting and Corrigendum to the AGM notice and Annual Report 2024-25, together with the Directors' Report, Audited Financial Statements, and other accompanying documents was already circulated to the members and took as read.

The Company Secretary further requested the Chairman to address the stakeholders present.

The Chairman extended a very warm welcome to all the stakeholders who were present virtually and thanked them for their continued support and trust in the Company. He stated that it was a privilege to address the members, not just as the Chairman, but as someone who had witnessed the Company's entire thirty-year journey unfold. He took the members back to the year 1995, when India was on the cusp of a technological revolution. The internet was a novelty, and owning a computer was a distant dream for many. It was in this environment of immense possibility and equal uncertainty that Logica was born.

The Chairman mentioned that the Company did not start in a boardroom but on the ground, with a toolkit and a promise. The first business was technical servicing and network installations. The Company was not just selling hardware; it was building relationships and earning trust one service call at a time. Though capital was tight and every rupee was precious, the greatest asset was the belief that technology could change lives, but only if it worked reliably and was backed by people one could count on.

He further apprised the members that the first major turning point came when the Company leveraged that trust to step into distribution, forging partnerships with global giants like HP and Samsung. The real leap of faith, however, was in 2002, when the first retail store was opened in Kolkata. While many had questioned the move, the Company knew that to truly serve customers, it had to meet them face-to-face. That single store was the seed from which the entire retail vision grew. The subsequent years were about building on that foundation—expanding into e-commerce in 2013, moving beyond the home base to enter Delhi in 2017, and finally, listing the Company in 2023. Shortly thereafter, another milestone was achieved when the first export was executed, marking entry into international markets.

The Chairman informed that the small service-oriented team had since transformed into a pan-India, multi-vertical enterprise, while the core DNA remained the same. The resilience learned in the early days allowed the Company to make bold decisions—such as strategically pivoting from exports to domestic retail and investing in a powerful SAP backbone to fuel the future. The journey had taught that to build lasting value, it was important to adapt, learn, and always put the customer first.

He highlighted that the strong performance of the past year should not be seen merely as numbers but as the latest chapter in a thirty-year narrative of ambition and perseverance—a story of which all stakeholders were a part.

Reflection on the Year Gone By (FY25):

The Chairman stated that the past year was about staying focused and making smart choices. The Company shifted its game plan, making some big decisions that made the business much stronger and paved the way for faster growth ahead.

What Went Well:

- **Strategic Pivot to Retail:** The Chairman informed that the Company deliberately pruned its Exports business, reallocating capital to higher-margin domestic retail operations. This strategy was validated as Retail emerged as the key margin driver, with Retail revenue growing an outstanding 52.4%.

- **Scaled Distribution:** He stated that the Distribution vertical continued to be the engine of scale, growing its revenue to ₹509 crore on the back of Tier-1 mandates with partners like Samsung and Lenovo.
- **Operational Excellence:** He apprised that the Company successfully migrated its enterprise backbone to SAP Business One, unlocking real-time inventory tracking and faster, data-led decision-making. The retail footprint was also expanded by adding 30 new stores, taking the total to 52 outlets as of March 31, 2025.
- **Preferential Allotment:** Another highlight of FY 2024–25, the Chairman mentioned, was the successful raising of ₹16.11 crore through Preferential Allotment in February 2025. This strategic fund-raising initiative not only bolstered the financial position but also provided the capital required to support future expansion plans.

What We Learned:

The Chairman pointed out that growth also brought valuable lessons. The Company proactively closed a handful of underperforming stores, which tightened site-selection and ROI discipline for future expansion. Brand concentration risk began to be addressed by accelerating multi-brand store expansion and formalizing new tie-ups with different brands. The Company also affirmed its strategy of using e-commerce for velocity and inventory turns, without letting its margin volatility become a distraction.

Financial Performance (FY25):

The Chairman apprised the members that the focused strategy delivered a strong financial performance. For the fiscal year ending March 31, 2025:

- Total Revenue from Operations grew by 4.5% to ₹1,114.95 crore. This growth was broad-based across key domestic verticals:
 - Retail revenue grew by 52.4% to ₹173.6 crore.
 - Distribution revenue increased by 4.8% to ₹509 crore.
 - E-commerce revenue rose by 6.5% to ₹284.4 crore.
 - Exports revenue declined by 26.2% to ₹147.9 crore, in line with the strategic decision to prioritize domestic opportunities.
- EBITDA increased significantly by 32.5% to ₹26.72 crore, with the EBITDA margin improving by 50 basis points to 2.4%.
- Profit After Tax (PAT) grew by 29.9% to ₹10.51 crore, with the PAT margin improving to 0.9%.

The Chairman mentioned that these improvements reflected a higher contribution from the retail business and tighter operating leverage, demonstrating the success of the strategic choices. He added that profits were prudently retained to fund working capital and growth initiatives for the coming year.

Strategic Vision & Outlook:

The Chairman stated that the Company's vision was bold: to scale the retail network to reach 400–500 stores in the next four to five years, strengthening its presence in both urban and Tier-2 markets.

For the fiscal year FY26, the plan was clear and ambitious. Retail was anticipated to be the primary growth driver, with expected revenue growth of 50% to 60%. The Company would achieve this by doubling the store count from 52 to about 100 stores and expanding total retail space to approximately 60,000 sq. ft.

The strategy was not just about numbers, but also about the quality of the customer experience. This included two key initiatives:

- **Flagship Experience Centers:** The Chairman apprised that flagship 'Logica House' Experience Centers were being planned for Delhi and Kolkata—two-story, glass-front formats designed to anchor

brand pull and create immersive customer experiences.

- **De-risking the Brand Mix:** He added that to build a more resilient business, the Company was actively de-risking its brand mix. It continued to diversify brand partnerships beyond Samsung, deepening ties with other leading brands like Oppo and Vivo.

While retail led, the Chairman stated that balanced growth was projected across all verticals. Distribution and E-Commerce were expected to grow by 8% to 10%, and the Company would pursue selective, high-margin opportunities in Exports with a forecasted growth of 10% to 15%.

This multi-pronged strategy was expected to drive a total revenue growth of 8% to 16% for the full year. Importantly, this growth was to be profitable. With a higher contribution from the retail business, the EBITDA margin was expected to improve to a range of 2.6% to 3.0% for FY26.

Governance, Compliance & Leadership

The Chairman mentioned that strong governance was the bedrock of the Company. The leadership team was strengthened by bringing on board a new Senior Retail Head to drive expansion, while continuing to invest in leadership development across the organization. The Company remained committed to the highest standards of ethical conduct, timely disclosures, and robust internal controls, ensuring accountability and building long-term trust with shareholders. He further mentioned that the AGM was conducted in line with the guidelines issued by the authorities, reflecting the Company's commitment to transparency, accountability, and consistent communication with stakeholders. He expressed happiness that, despite the distance, the stakeholders were able to connect in that format and deliberate together.

CSR Initiatives

The Chairman informed that another important milestone during the year was the applicability of Corporate Social Responsibility (CSR) provisions for the first time. The CSR obligation for FY 2024–25 was ₹9.41 lakh, which was channelled through reputed NGOs towards philanthropic and community development initiatives. This step reflected the Company's deep commitment to giving back to society and contributing to inclusive growth.

Appreciation

The Chairman acknowledged that the Company's success was a shared journey. He placed on record appreciation for the employees—on the shop floor, in warehouses, and in offices—for their incredible energy and ownership. He also thanked the OEM and channel partners for their deep-seated trust, the customers for being the reason the Company built, and the shareholders for their continued confidence in Logica.

Closing

The Chairman mentioned that Logica was stronger, faster, and more focused than ever. The roadmap was clear: profitable retail scale, deeper partnerships, and operational excellence. With the support of the stakeholders, the Company looked forward to entering its fourth decade with confidence and humility.

The Chairman thereafter requested the Company Secretary to take the proceedings forward.

During the course of the Chairman's address, Mr. Dinesh Arya, Independent Director of the Company - Chairman of Audit Committee, Member of Nomination and Remuneration Committee and Corporate Social Responsibility Committee, joined the meeting. The Company Secretary then introduced Mr. Dinesh Arya to the members present.

Before initiating the proceedings of the AGM, the Company Secretary took the members through certain important points regarding participation and voting at the meeting.

- Considering all the statutory requirements, both under the Companies Act, 2013 and the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company had decided to follow a process that ensures larger participation of the members and also provided equal opportunity to all Members in the voting process at this AGM.

- Therefore, as previously informed, the Members may note that this meeting is being held through video conferencing and other audio visual means in compliance with the provisions of the Companies Act, 2013 read with applicable circulars issued by the Ministry of Corporate Affairs.
- Participation of members through video conferencing/other audio visual means is being reckoned for the purpose of quorum as per the circular issued by the MCA and Section 103 of the Companies Act, 2013.
- All the members who have joined this meeting are by default placed on mute, to avoid any disturbance from background noise and ensure smooth and seamless conduct of the meeting. Members are requested to use headphones and attend the meeting from a place which has good lighting in order to ensure good audio and video quality.
- Members who have registered themselves as speakers will get the opportunity to express their views and/or ask queries during the AGM. We shall be allowing them to speak once the Chairman directs the same. We request the speakers to limit their speech to two-three minutes for the benefit of other shareholders. If you have any queries, please post the same.
- Pursuant to MCA Circular No. 14/2020 dated April 08, 2020, the facility to appoint proxy to attend and cast vote for the members is not available for this AGM, hence the Proxy register for inspection is not available.
- Further, to transact the businesses as mentioned in the notice, the members were provided an opportunity to inspect all documents referred to in the notice and statement issued pursuant to Section 102 of the Companies Act, 2013 (The Act), forming part of the notice.
- This is to confirm that the proceedings of the AGM will be deemed to be conducted at the registered office of the Company which shall be the deemed venue of the AGM.
- It may be noted that the Company reserves the right to restrict the number of members asking questions, depending on the availability of time during the course of the meeting.
- Proceedings of the AGM will also be recorded and the transcript of the same would be made available on the website of the Company and BSE at the earliest.
- Notice of the 30th Annual General Meeting and a copy of the Annual Report for FY 2024-25 have been already circulated to the members along with the corrigendum.
- The Company has provided the facility to cast the votes electronically through remote e-voting facility from **Monday, September 22, 2025 (09:00 A.M. IST) to Wednesday, September 24, 2025 (05:00 P.M. IST)**, on all resolutions set forth in the Notice of AGM. Members who have not yet cast their votes electronically and who are participating in this meeting will have an opportunity to cast their votes during the AGM through e-voting facility and 15 minutes after conclusion of the agenda.
- The Register of Directors and Key Managerial Personnel and their shareholding and Register of contracts or arrangements in which directors are interested are available for inspection based on any specific request received from any member.
- Members are requested to refer to the instructions provided in the notice to cast the vote.
- In compliance with the MCA Circulars, the items of special business in the AGM Notice are considered unavoidable and hence are proposed for approval of the members.

- The text of the resolutions along with the statement pursuant to Section 102 of the Companies Act, 2013, is provided in the Notice circulated to the members.

The Company Secretary then requested Mr. Deepak Kumar Jha, Chief Financial Officer of the Company, to present and explain the auditors' observations as reflected in the Audit Report.

Mr. Deepak Kumar Jha, Chief Financial Officer, thanked the Company Secretary and extended a very warm welcome to all the members, shareholders, and colleagues present at the Annual General Meeting of Logica Infoway Limited for the financial year 2024–25. He stated that the gathering was not only a statutory requirement but also an important platform to engage directly with the members, who were the true custodians of the Company. He noted that their participation and presence reflected the strong support, trust, and confidence they continued to place in the Company. On behalf of the entire management team, he expressed heartfelt gratitude for this relationship of faith and partnership, which inspired the team to keep striving for excellence and delivering value year after year.

Coming to the financial and governance aspects of the Company, he informed that both the Statutory Auditors, R. Rampuria & Company, Chartered Accountants, and the Secretarial Auditor, Mr. Vaskar Das, Practising Company Secretary, had provided unqualified reports for FY 2024–25. He further stated that the reports contained no adverse remarks, qualifications, or reservations that could impact the integrity of the Company's financial statements or its governance framework. He mentioned that this stood as a testimony to the robustness of internal controls, adherence to regulatory compliances, and the financial discipline with which the Company was managed. Accordingly, in line with Section 145 of the Companies Act, 2013, he noted that it was not necessary to read the Auditor's Reports at the meeting.

For the reference and convenience of the members, he mentioned that the Statutory Auditor's Report on the Standalone Financial Statements was available in the Annual Report on page 85, while the Secretarial Audit Report was annexed as Annexure F to the Board's Report on page 80. He added that both documents were also available on the Company's website for easy access.

He also informed the members that Mr. Altab Uddin Kazi, Proprietor of Altab Kazi & Associates, Company Secretaries, and Former Chairman of the ICSI – Hooghly Chapter, had been appointed as the Scrutinizer for the Annual General Meeting and had joined the meeting in that capacity. He explained that Mr. Kazi would be responsible for conducting the voting and e-voting process in a fair and transparent manner. The consolidated report of the Scrutinizer would be submitted after the conclusion of the voting process and would be placed on the records of the Company. The same would also be uploaded on the website of BSE Limited as well as on the Company's website for the information of all members.

Looking ahead, he reaffirmed that the Company remained fully committed to maintaining the highest standards of financial discipline, accountability, and transparency. He stated that the strategic capital allocation, prudent cost management, and efficient resource deployment had ensured that Logica remained in a strong financial position, capable of meeting both short-term obligations and long-term growth aspirations.

He further mentioned that the steps taken during FY 2024-25 - including capital investments, preferential issue, and expansion of operations - had placed the Company on a sound footing for accelerated growth in the coming years. He added that the financial strength built by the Company allowed it not only to meet market challenges head-on but also to seize new opportunities in the dynamic IT and Telecom sector.

With these remarks, he thanked all stakeholders once again for their trust and confidence in Logica Infoway Limited and handed the proceedings back to the Company Secretary to take up the resolutions as per the Notice dated August 29, 2025.

The Company Secretary thanked the CFO and provided a brief on the proposed resolutions as set forth in the Notice. She stated that the resolutions to be passed during the meeting formed part of both Ordinary and Special Business.

1. To receive, consider and adopt the audited financial statements including the Balance Sheet, Statement of Profit and Loss and Cash Flow Statement of the Company for the Financial Year ended March 31, 2025 together with the reports of the Board of Directors and Auditors thereon; - as mentioned under Notice of AGM as a Ordinary Business - to be passed as an Ordinary Resolution.
2. To re-appoint Mr. Rakesh Kumar Goel (DIN: 00320923), who retires by rotation and being eligible, offers himself for re-appointment; - as mentioned under Notice of AGM as a Ordinary Business - to be passed as an Ordinary Resolution.
3. To place the PCS Certificate from M/s. Naval Thakur and Associates, Practicing Company Secretary, dated January 15, 2025 certifying compliance with the provisions of Chapter V – Preferential Issue of SEBI (ICDR) Regulations, 2018; - as mentioned under Notice of AGM as a Special Business - to be passed as an Ordinary Resolution.
4. To approve the appointment of Secretarial Auditors of the Company; - as mentioned under Notice of AGM as a Special Business - to be passed as an Ordinary Resolution
5. To approve material Related Party Transaction limits with specified related parties for FY 2025-26 - as mentioned under Notice of AGM as a Special Business - to be passed as an Ordinary Resolution

There was no proposing and seconding as the e-voting was already been undertaken as per the Companies Act and the secretarial standards.

After all the resolutions/ agenda were read out, the Company Secretary, requested the Chairman to address the queries, from the shareholders.

The Chairman informed that the company had received requests from Mr. Shubham Chaudhary and Mr. Veer Bahadur Singh Kuntal, shareholders of the Company, to register themselves as speakers for raising questions during the AGM. The Chairman then requested the Moderator, Mr. Danish, to unmute the shareholders sequentially to put forward their questions.

The Moderator invited Mr. Shubham Chaudhary to be the first shareholder-speaker to ask questions.

Shareholder 1 – Mr. Shubham Chaudhary

Ques 1 - Retail Expansion Plans:

The annual report mentions plans to expand the retail footprint in regions such as Delhi/NCR, Uttar Pradesh, and Kolkata.

- How many additional stores do you anticipate opening in FY26?
- You've also mentioned a target of 500 new stores over the next four years — which geographic areas are being prioritized for this expansion?

Ans 1 - On Retail Expansion

The Chairman thanked Mr. Shubham for participating in the meeting and for his questions. The Chairman shared that the Company had 58 operational stores and was on track to reach 62 to 63 by the end of September. By the end of March 2026, the goal was between 90 and 100 stores. He added that the bigger vision was to scale to 500 stores in the next four to five years. Geographically, the focus was on North India, viz., Delhi NCR, UP, Haryana, Rajasthan, and Uttarakhand, while also strengthening the home base in West Bengal. The strategy was to deepen the Company's presence in both major urban centres and promising Tier-2 markets and move to different parts of the country once established in these states.

Ques 2 - Store Format Strategy:

The company currently operates a mix of store formats, including large-format Samsung Cafes and smaller multi-brand outlets.

- How does this diversified approach help cater to different customer segments?
- Of the planned 500 stores, how will you determine the mix between large-format brand-exclusive stores and smaller multi-brand outlets?

Ans 2 - Regarding our Store Format Strategy:

The Chairman stated that it was a very insightful question. He mentioned that the Company operated a diversified mix—large-format brand-exclusive stores, such as Samsung Experience Stores, for premium, experiential retail, and smaller multi-brand outlets for value-driven variety. He explained that this helped the Company cater to different customer segments: loyal brand enthusiasts received the full immersive experience in exclusive stores, while budget-conscious shoppers found competitive options in multi-brand outlets.

He further stated that the decision on the mix for the 500-store goal depended on a few key factors. First, financials: the Company was aware that exclusive brand stores could generate more revenue than multi-brand outlets but also incurred higher costs. Second, location: the store size and format were matched to the specific market potential. Third, risk management: the Company was proactively addressing concentration on any single brand. This included strategically shifting many of the new openings to the multi-brand format and actively pursuing stronger tie-ups with other leading brands like Oppo and Vivo.

Ques 3 - Competitive Landscape Response:

With the growth of quick commerce platforms and the continued dominance of e-commerce giants:

- What is your perspective on the future relevance and sustainability of brick-and-mortar retail stores in this evolving digital retail environment?

Ans 3 - On the Competitive Landscape:

The Chairman appreciated the question regarding the challenge from quick commerce and e-commerce. He stated that the Company saw them as ongoing threats. However, he affirmed that the Company firmly believed in the enduring relevance of brick-and-mortar retail and that the entire retail strategy was built on leveraging the unique advantages that only a physical store could offer.

He mentioned that the Annual Report included a dedicated section titled “*Why Brick-and-Mortar Still Matters*” to highlight this confidence. He explained that it came down to the irreplaceable human touch: the Company offered personalized service that built trust and loyalty, provided a tangible experience where customers could physically feel the products, and offered seamless aftersales support along with flexible, on-the-spot financing options not available online.

The Chairman further stated that the Company planned to double down on this approach by enhancing the in-store experience. He added that this would come to life through the new planned “*Logica House*” flagship concepts, which were designed to be true experiential retail destinations creating a strong brand pull.

The Moderator then invited Mr. Veer Bahadur Singh Kuntal to be the second shareholder speaker to ask questions.

Shareholder 2 – Mr. Veer Bahadur Singh Kuntal**Ques 1 - Export Revenue Decline:**

Export revenue declined by 26.3% to ₹147.9 crore in FY25 due to a strategic reallocation of capital from low-margin exports to higher-margin domestic retail.

- Could you elaborate on the rationale behind this decision?

- Are there future plans to selectively re-enter export markets or is the long-term focus solely on domestic retail?

Ans 1 - On the Export Revenue Decline:

The Chairman stated that the decline in export revenue was not a setback but a strategic and conscious decision by the Company. He explained that the Company had chosen to reallocate capital away from that vertical and into the higher-margin domestic retail business. He further mentioned that the rationale was that the export business, while generating revenue, required much higher working capital and offered a lower Return on Capital Employed (ROCE). By shifting those resources to domestic retail expansion, the Company gained more control over the customer experience, pricing, and inventory, which in turn drove stronger margins and long-term value for the shareholders.

He clarified that the Company was not planning to engage only in retail. The long-term vision remained focused on balanced growth across all four verticals: Retail, Exports, E-Commerce, and Distribution. He added that for FY26, growth projections existed for all four segments, and while retail was the priority for high-margin growth, the other verticals remained integral to the Company's diversified strategy.

Ques 2 - E-Commerce Vertical:

E-commerce revenue grew by 6.5% to ₹284.4 crore, supported by B2B fulfilment partnerships with platforms like Amazon and Flipkart.

- What strategies are in place to accelerate growth in this segment?
- How do you plan to better integrate e-commerce with physical retail operations for a seamless omnichannel experience?

Ans 2 - On Our E-Commerce Business

The Chairman stated that the Company's e-commerce arm grew steadily, mainly through its partnerships with giants like Amazon and Flipkart. Looking ahead, he stated that the Company's biggest focus was on tighter integration between the online and offline worlds. He asked the members to imagine the Company using its stores as local fulfilment hubs for faster delivery or having promotions that worked seamlessly whether customers were on the website or in a store. He added that, while online margins were thin, the scale and synergy with the physical stores gave the Company a powerful advantage.

Ques 3 - Outlook and Capital Allocation:

The company is focusing on expanding retail presence with a target of expanding to 500 stores over the next four years:

- Could you please discuss the projected financials for the retail segment at that scale — specifically what are the expected figures for sales, EBITDA, and PAT?
- Additionally, what is the anticipated capital employed, including inventory, to support this level of expansion?

Ans 3 - On Our Financial Outlook and the 500-Store Vision

The Chairman stated that, finally, on the outlook and capital required for the 500-store vision, scaling to that level by FY30 was the Company's ambition, with an immediate target for FY26 of reaching 100 stores and growing retail revenue by 50–60%.

He further stated that, projecting from the current performance, the retail segment could generate annual sales of up to ₹2,000 crores, with a healthy EBITDA margin between 6% and 8%.

He mentioned that to achieve this, the incremental capital requirement, including inventory, would be about ₹250 to ₹300 crores. The investment for each new store was about ₹60 to 80 lakhs, which included inventory and capex, though this could vary depending on the store's size and format.

The Chairman added that the Company's model was to maintain a purely company-owned, company-operated strategy.



He concluded by stating that these were, of course, estimates, and that with operational efficiencies and a strong market, the Company could potentially do better. However, this provided a clear picture of the disciplined approach to scaling the business.

The Moderator then handed the proceedings back to the Chairman for delivering his concluding remarks.

The Chairman informed the members that, as there were no further questions, any additional clarifications, if required, would be provided by the Secretarial Department. On behalf of the Board and Management, he sincerely thanked all members for their valuable presence and active participation in the proceedings. He then requested the Company Secretary to proceed with the formal conclusion of the meeting.

As there were no pending matter left, the Company Secretary extended the vote of thanks to the Chairman, Directors, KMP's, Scrutinizer, Auditors and Members of the Company who had joined the meeting.

The Company Secretary further informed that the results of the voting on each resolution shall be determined by adding the votes of remote E-voting and E-voting facility available during the AGM and **Mr. Altab Uddin Kazi**, the scrutinizer for the E voting process will be submitting the report thereon and the results of the voting would then be declared and uploaded on the company's website, stock exchange website and NSDL's website in accordance with the relevant provisions of the Companies Act and the SEBI LODR Regulations on or before September 27, 2025.

With the permission of the Chairman, the Company Secretary declared the AGM of the Company as concluded after the end of 15 minutes from that time, following the completion of voting by the members.

She thanked the members once again for attending the AGM, and noted that the Company deeply valued their time, support, and trust. She added that the Company looked forward to their continued association and wished them good health and well-being until the next Annual General Meeting.

The Company Secretary concluded the AGM at **13:28 P.M. IST** after keeping the meeting open for 15 minutes for e-voting to be completed.

Note: The above should not be construed to be the minutes of the 30th Annual General Meeting of the Company.

For LOGICA INFOWAY LIMITED
[Formerly; Eastern Logica Infoway Limited]

Priyanka Gera
Company Secretary & Compliance Officer