

GTPL Hathway Limited

(Former Name: GTPL Hathway Private Limited)

CIN : L64204GJ2006PLC048908

Registered Office : 202, 2nd Floor, Sahajanand Shopping Centre,
Opp. Swaminarayan Temple, Shahibaug, Ahmedabad-380004, Gujarat.
Phone : 079-25626470 Fax : 079-61400007



Ref. No.: GTPL/SE/2019

April 12, 2019

Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

The Manager,
Listing Compliance Department,
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400051

Scrip Code: 540602

NSE Trading Symbol: GTPL

Sub: Investor Presentation on Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2019

Dear Sir /Madam,

With reference to above, kindly find enclosed herewith a copy of Investor Presentation on Audited Standalone and Consolidated Financial Results for the quarter and year ended March 31, 2019 of the Company.

The same is also being uploaded on the Company's website at www.gtpl.net.

You are requested to take the same on your records.

Thanking you.

Yours faithfully,
For GTPL Hathway Limited



Hardik Sanghvi
Company Secretary & Compliance Officer
FCS: 7247

Encl: As above



GTPPL Hathway Limited

**FY19 Q4 & ANNUAL
RESULTS UPDATE**

APRIL 2019

DISCUSSION SUMMARY

1 Company Overview & Strategy

3 - 10

2 Key KPIs

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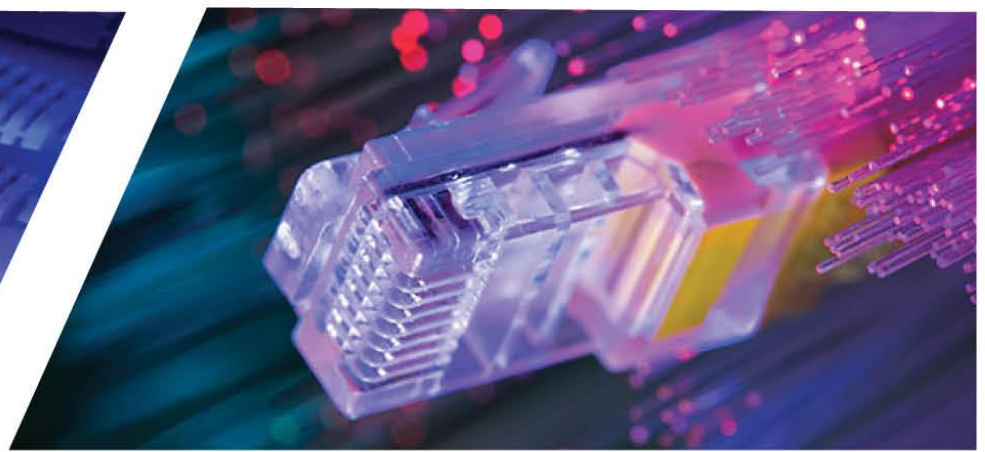
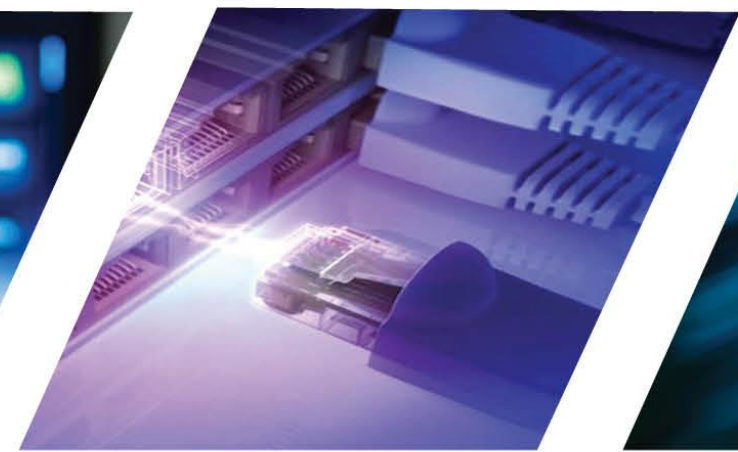
3 Consolidated Financials

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4 Standalone Financials

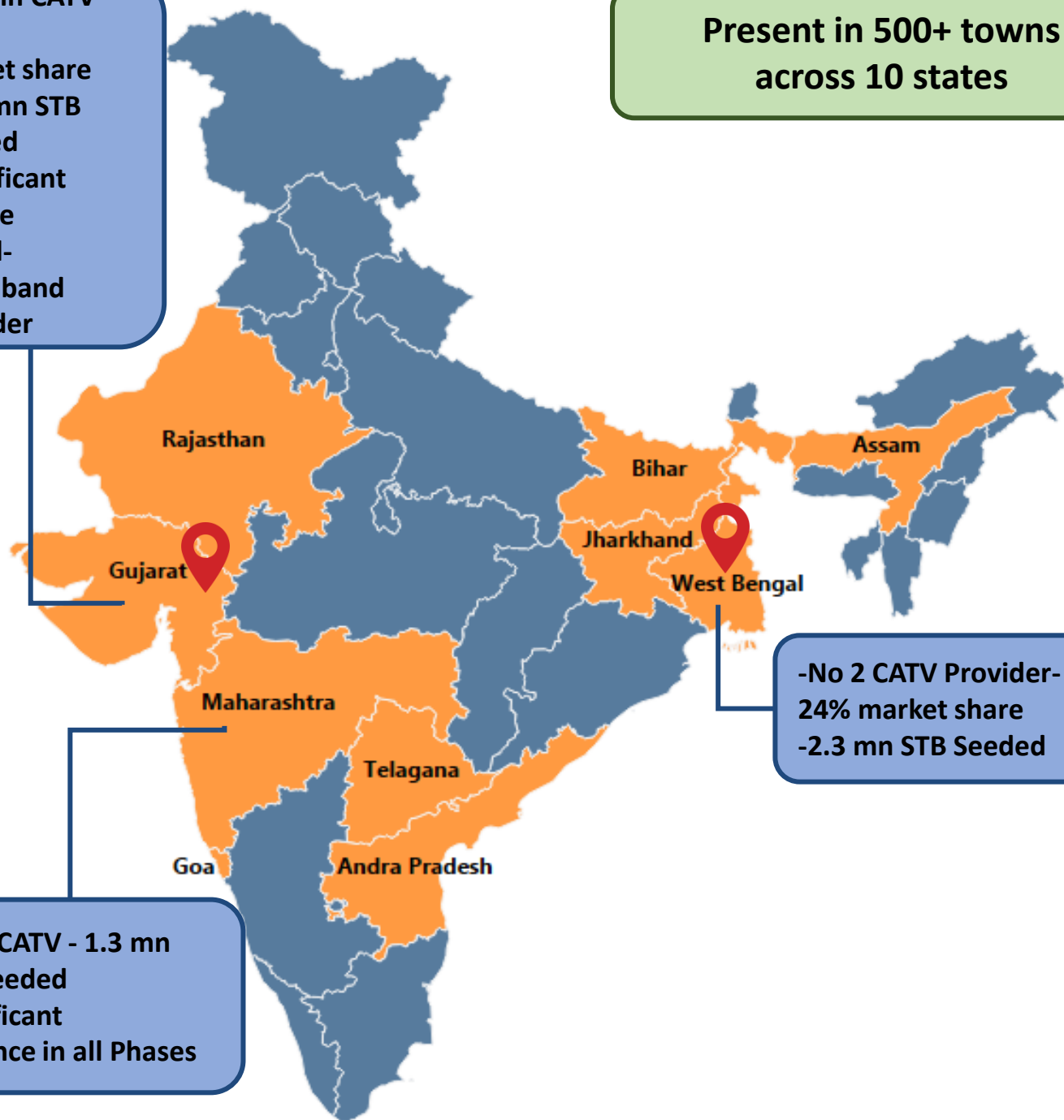
28 - 33

Company Overview & Strategy



Leader across Key Cable Markets in India

-No 1 in CATV -
67%
market share
- 4.4 mn STB
Seeded
-Significant
Private
Wired-
Broadband
Provider



KEY HIGHLIGHTS (as of 31-Mar-19)

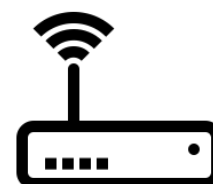


Set-Top Boxes Seeded

9.50 mn

Active Paying Subscribers

6.80 mn



Home Pass

2.42 mn

Active Subscribers

325K

Total FTTX Subscribers

54K

Key Consolidated Financials (IND AS) (₹ mn)

	FY19	FY18	FY17
Revenue	12,892	11,134	9,417
EBITDA	3,615	3,175	2,404
PAT	191 [#]	614	400



Key Inherent Strength of GTPL Hathway

- 1 Leadership Position in Operating Markets**
 - #1 MSO in Gujarat, #2 in WB
 - Significant Presence in Rest of Maharashtra; Seeded 1.3 mn STBs
 - 2.42 mn Broadband Home Pass, mainly in Gujarat
- 2 Located in Consumption Market**
 - 90% CATV Subscribers in Hindi Speaking Market
 - Gujarat, Maharashtra, WB key markets for National and Regional Advertiser
 - Better Negotiation Power with Broadcaster
- 3 Trusted partner among LCOs**
 - 24,000+ LCO's as Partner
 - Bottom-up company – Transparency in its approach
 - Treats LCO as Business Partner
- 4 High Quality Technology and Infrastructure**
 - Partnered with Leading Technology Provider for best quality
 - Deployed next-generation video headend system from Harmonic Inc., USA
 - Deployed BNG solutions from Nokia for high speed FTTX broadband access

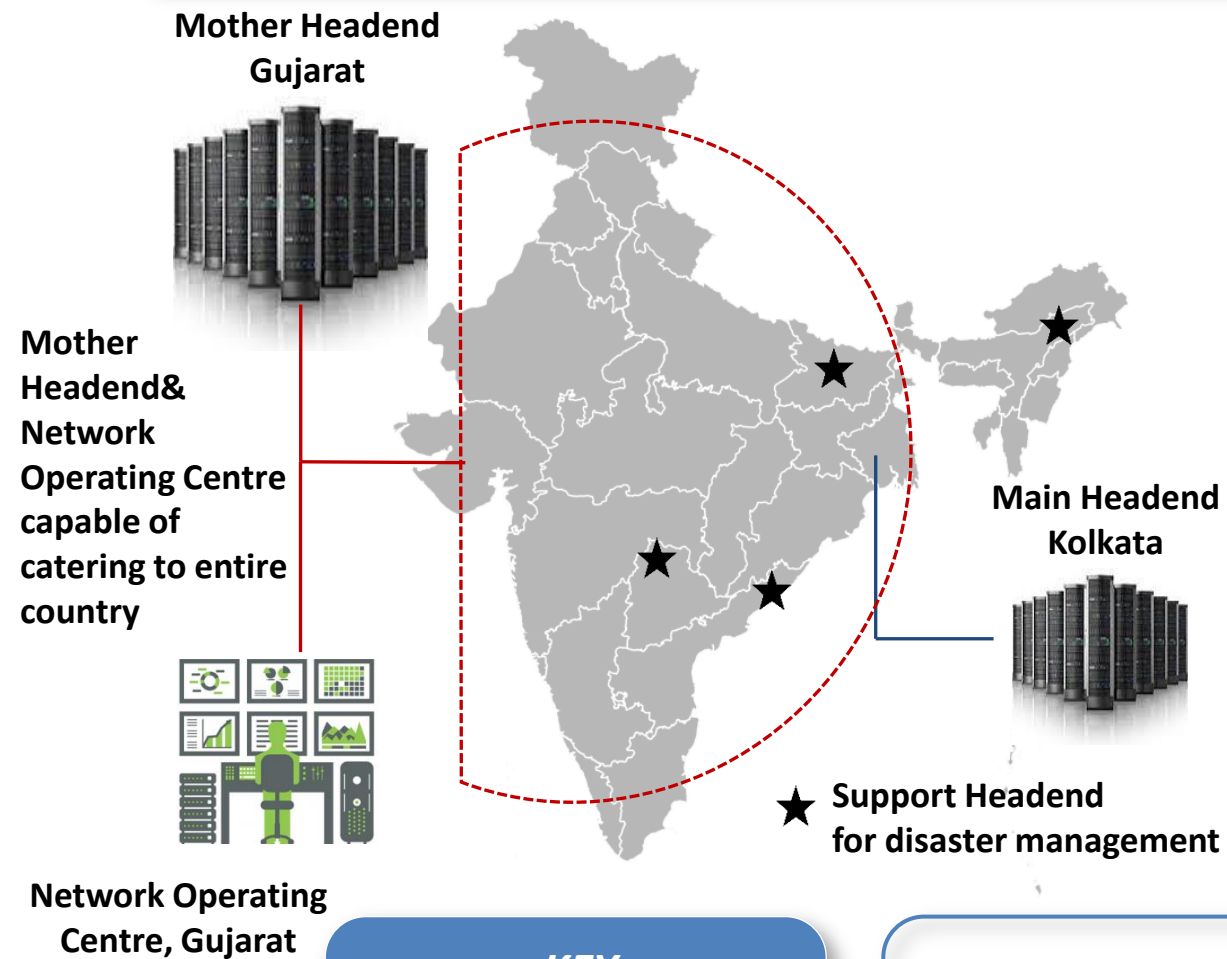
Cutting Edge Technology and Infrastructure

Advanced technology and equipment provided by leading technology vendors

Well positioned to expand reach into different geographies

Optic Fibre Cable Network

GPON Technology



- ✓ Owned : 25,000+ KMs
- ✓ Underground : 1,500+ KMs
- ✓ Leased: 5,500+ KMs



- ✓ Seamless connectivity
- ✓ Higher broadband speed
- ✓ VoD, OTT capabilities

KEY TECHNOLOGY PARTNERS

CISCO	Harmonic	ZTE	Changhong (Hong Kong)	Sterlite Technologies	Verimartix
Nagravision SA	NOKIA	Magnaquest Technologies Ltd	Tele System	Shenzhen Skyworth	Polycab

Experienced Management Team with Strong Track Record

Aniruddhasinhji Jadeja
Promoter and MD

A zealous entrepreneur; started with cable operations in 90s and shaped GTPL in 2006; has many accomplishments to his credit and has won numerous industry/social awards

Viren Thakkar
Chief Financial Officer & Head -
Secretarial

CA and ICWA with 28 years of experience in Finance & Accounts; has worked in Roquette Riddhi Siddhi, Torrent Power, etc. in Corporate Finance, Internal Control and Audit domains

Piyush Pankaj
Business Head - Video & Chief
Strategy Officer

CFA & MBA with 21 years of varied experience in Media, Internet & e-commerce; has worked in Astro Group (Malaysia) and Zee Group (India)

Neeraj Agrawal
Head Broadband (Retail)

MBA from Devi Ahilya Vishwavidyalaya University; 23 years of experience in managing diverse telecom products (both GSM & CDMA), largely in Reliance Communications

Subrata Bhattacharya
Chief Information & Technology
Officer

Electrical Engineer with 25 years of rich experience in analog / digital cable TV / Broadband Technology across reputed companies like RPG Netcom, Siti Cable & Cablecomm

Ekta Kanade
Chief Legal Officer

Bachelor in Law, University of Bombay; 18 years of experience, largely in Media industry and organizations including Viacom 18, Walt Disney, etc.

Ketan Bhatt
Chief People Officer

PGDRM from the Institute of Rural Management, Anand; has worked in British Gas, Idea Cellular, Torrent Pharma and Torrent Power; has 20+ years in experience HR & OD domains





- With New Tariff Order (NTO) being successfully implemented across India, entry barriers in untapped markets & expansion in existing markets have opened.
- Increase footprints in existing market through expansion and venture into new markets through acquisitions and consolidations



- With 4.4 mn Households' reach in Gujarat & 2.3 mn in West Bengal, GTPL is better positioned to convert the HH in to Broadband subscribers
- Upgrading and deploying GPON Technology to provide High Speed, High Volume Broadband Services

- Launched Giga^{HD}, Dual Service Product : Broadband Services along with Cable services, as a single package at attractive rates to convert current customers and add new customers
- Capitalize on current infrastructure of both CATV & Broadband business, for better ROI



Growth Opportunities



- ✓ Bagged Work Order for ₹ 1,246 Crores for implementation of BharatNet Phase II project in Gujarat (Package B, Saurashtra), under Gujarat Fibre Grid Network Limited (GFGNL)
- ✓ Polycab Wires Pvt. Ltd. as Consortium Partner



- ✓ EPC (Engineering, Procurement & Construction) based Project
- ✓ To connect 3,767 GPs (Gram Panchayats) in 10 Districts
- ✓ 1 Gbps with additional 12 Core Fibre capacity
- ✓ Fibre execution of approx. 17,000 Kms
- ✓ 3 Years Operations & Maintenance (O&M); Option to extend for next 4 years at additional value



- ✓ Monetization of infrastructure
- ✓ Increased penetration in Rural Gujarat
- ✓ Enhancing digital infrastructure implementation capabilities





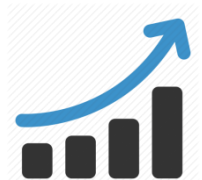
TRAI Regulations

- ✓ Successfully implemented New Tariff Order (NTO) across India and migrated all subscribers to New Packages.



Consumer Choice

- ✓ GTPL Recommended package offered
- ✓ First in MSO industry to offer versatile language-wise regional packages
- ✓ True A-La-Carte : Subscriber can select & pay for services of his choice



Auto Dunning

- ✓ Transformed entire LCO base to Auto-dunning



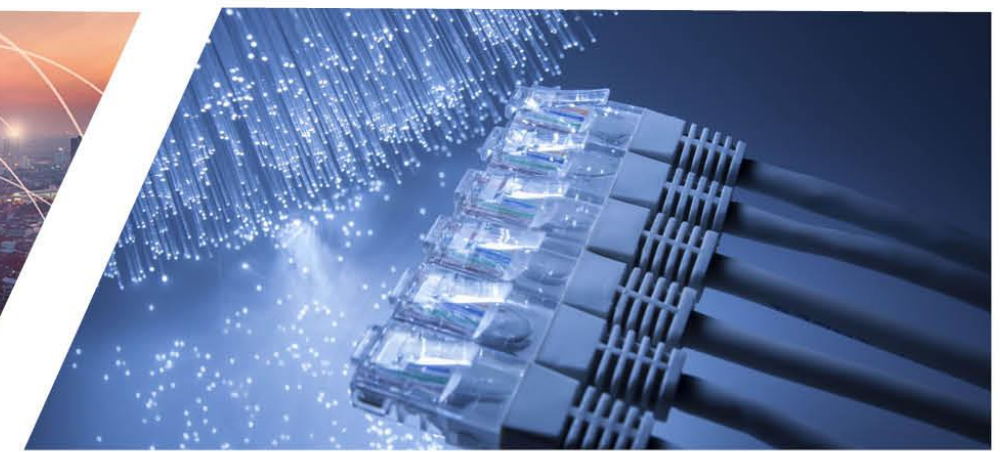
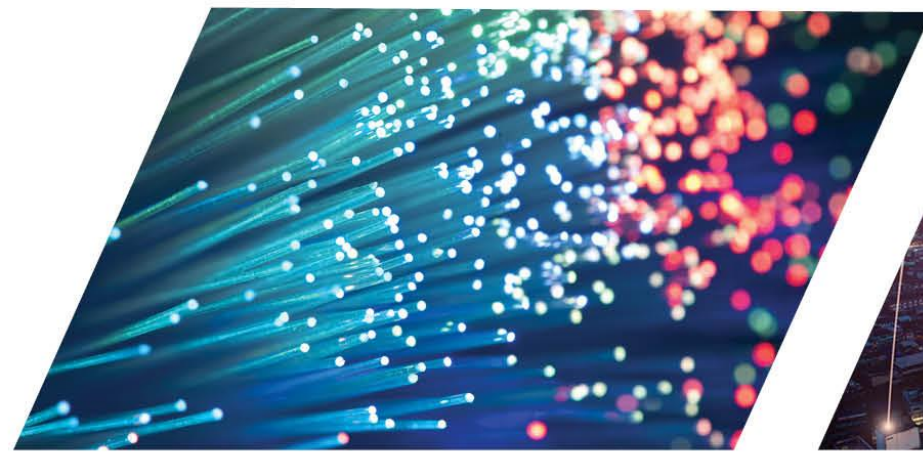
Empowering Value Chain Partners

- ✓ Staff Trainings & LCO Meets
- ✓ “Digital Payment Options” to LCOs & Subscribers
- ✓ End-to-End Integrated Systems
- ✓ Consumer Awareness through e-mails, SMS & Consumer Awareness Programming Channel





Key KPIs






Seeded 800K STBs during FY 2019

Gross Debt stands at ₹ 3,452 as on 31-Mar-19 against ₹ 3,560 mn as at 31-Dec-18

Net Debt stands at ₹ 2,064 mn as at 31-Mar-19 against ₹ 2,553 mn as at 31-Dec-18

Added 1.1 mn new Home Pass during FY19; 270K during Q4



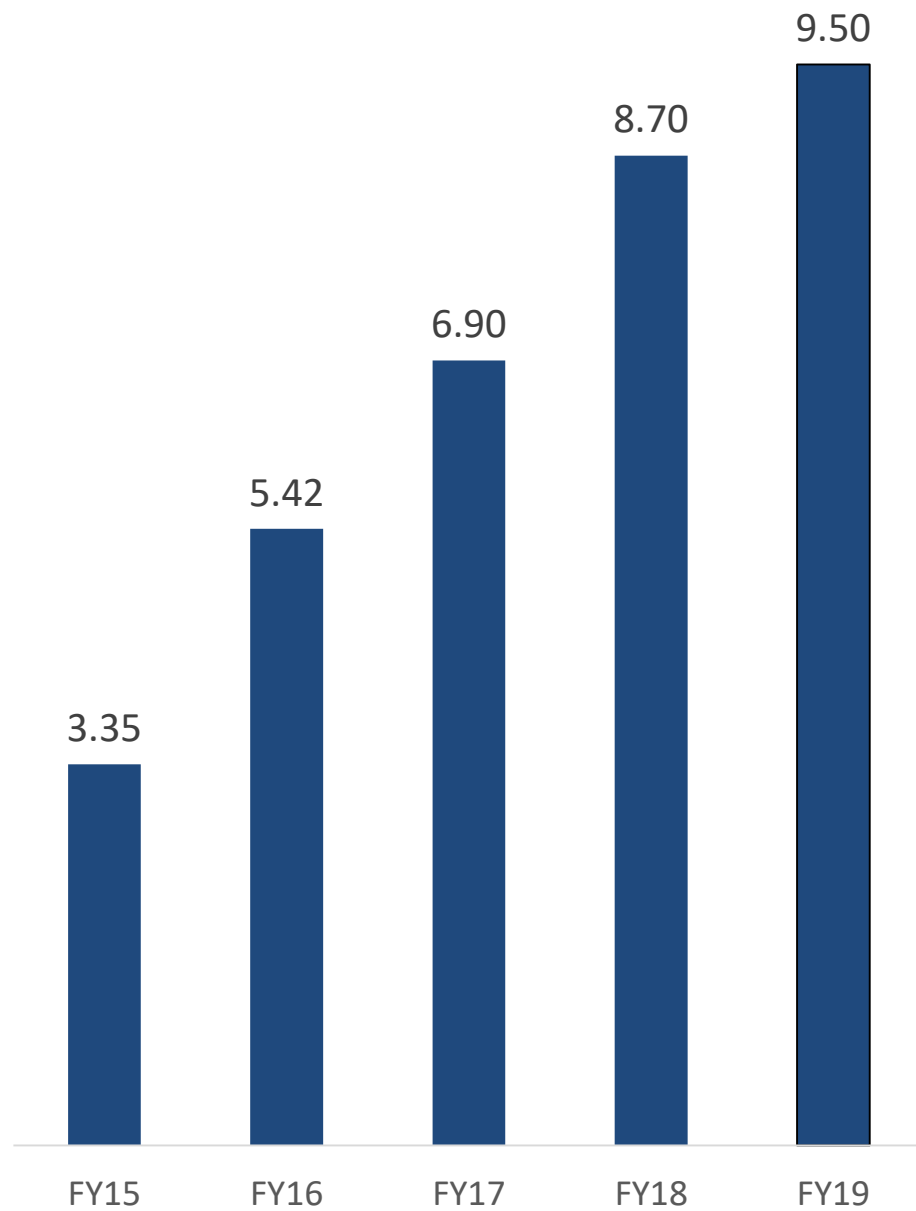
Increased 45K net subscribers during FY19; Net addition of 15K Subscribers & 10K FTTX Subscribers during Q4

Consumption per Customer Stands at 105 GB/month as on Mar 2019 increasing from 38 GB/month in March 2017 ; **Data consumption increased 3X** over two years' period

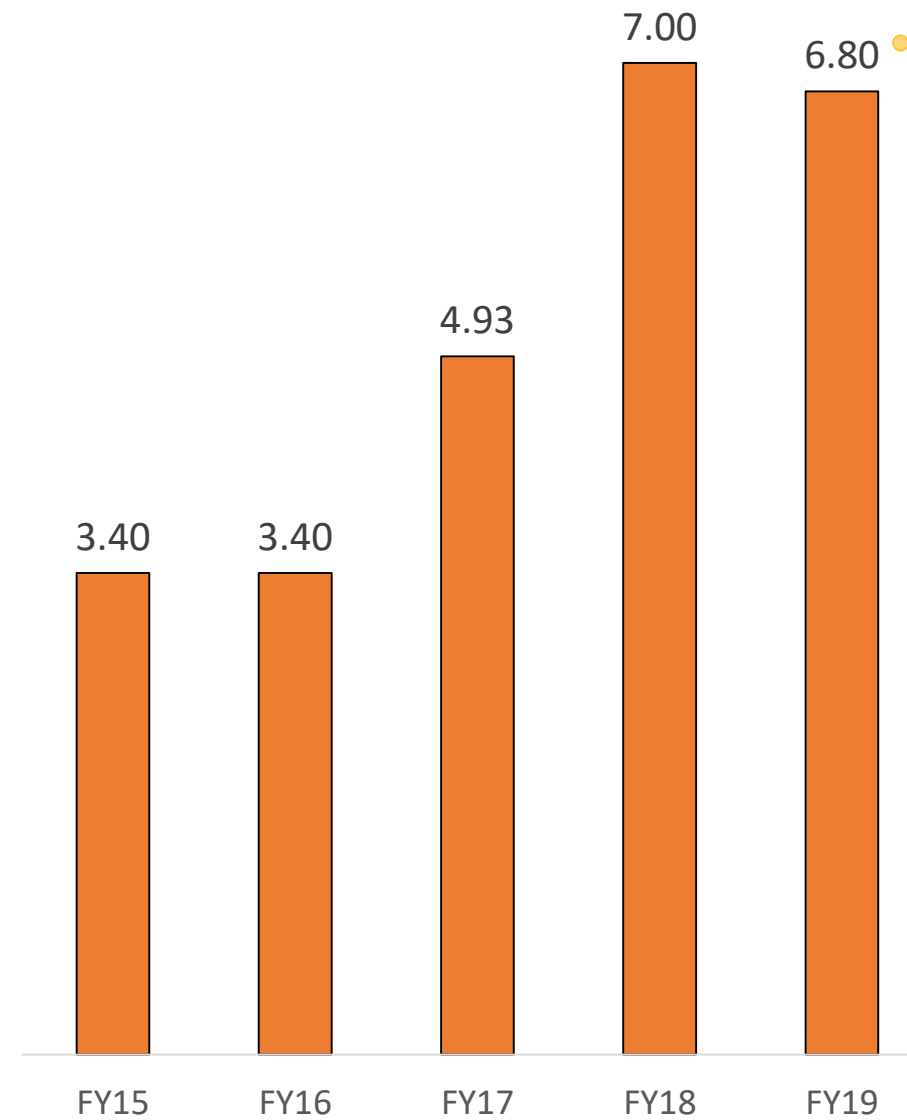
~50% of Home pass are available for FTTX connection

KEY KPIs : CATV Business : Annual (Consolidated)*

STBs Seeded (mn)



Active Paying Subs (mn)

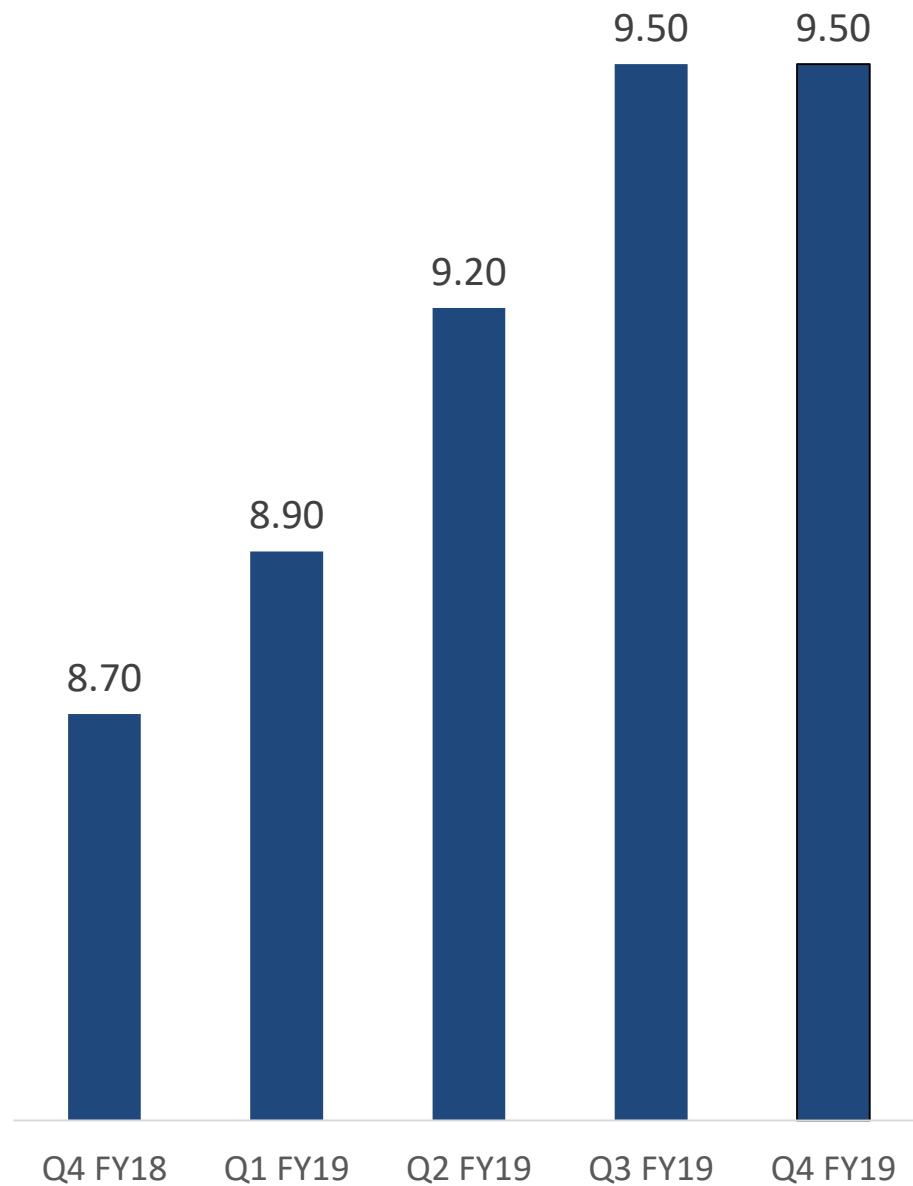


NTO &
Auto-dunning
Effect in Q4

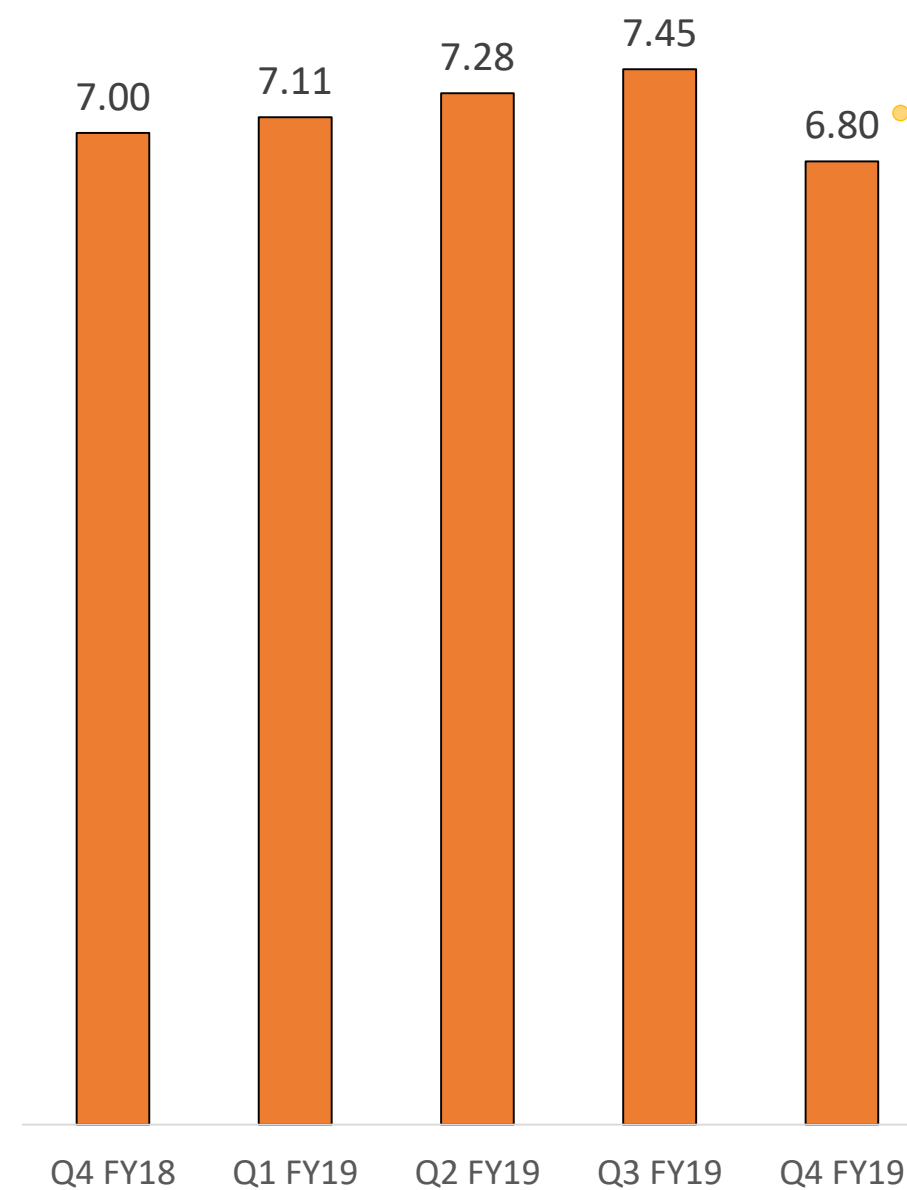


KEY KPIs : CATV Business : Quarterly : (Consolidated)*

STBs Seeded (mn)



Active Paying Subs (mn)



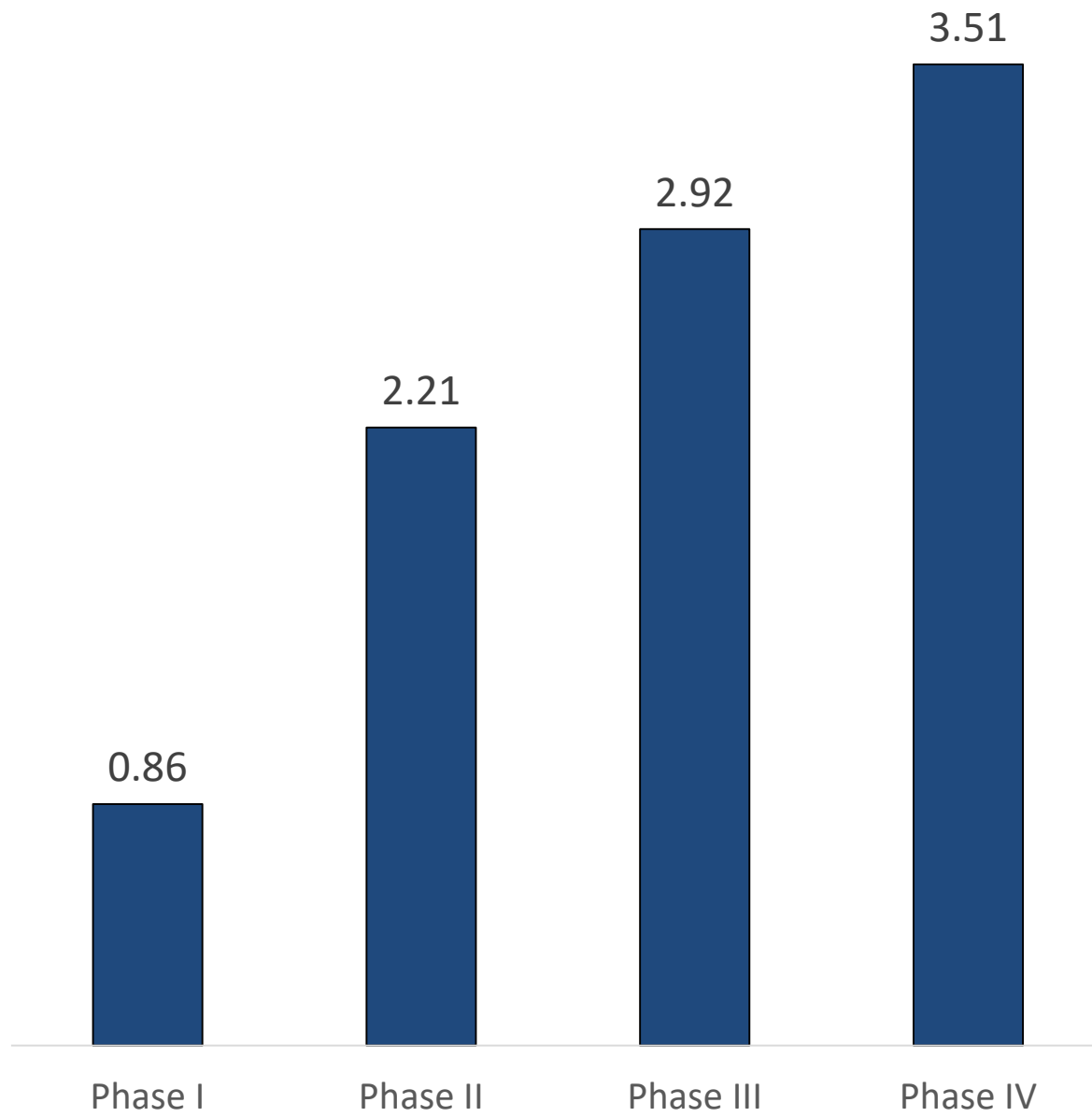
NTO &
Auto-dunning
Effect in Q4

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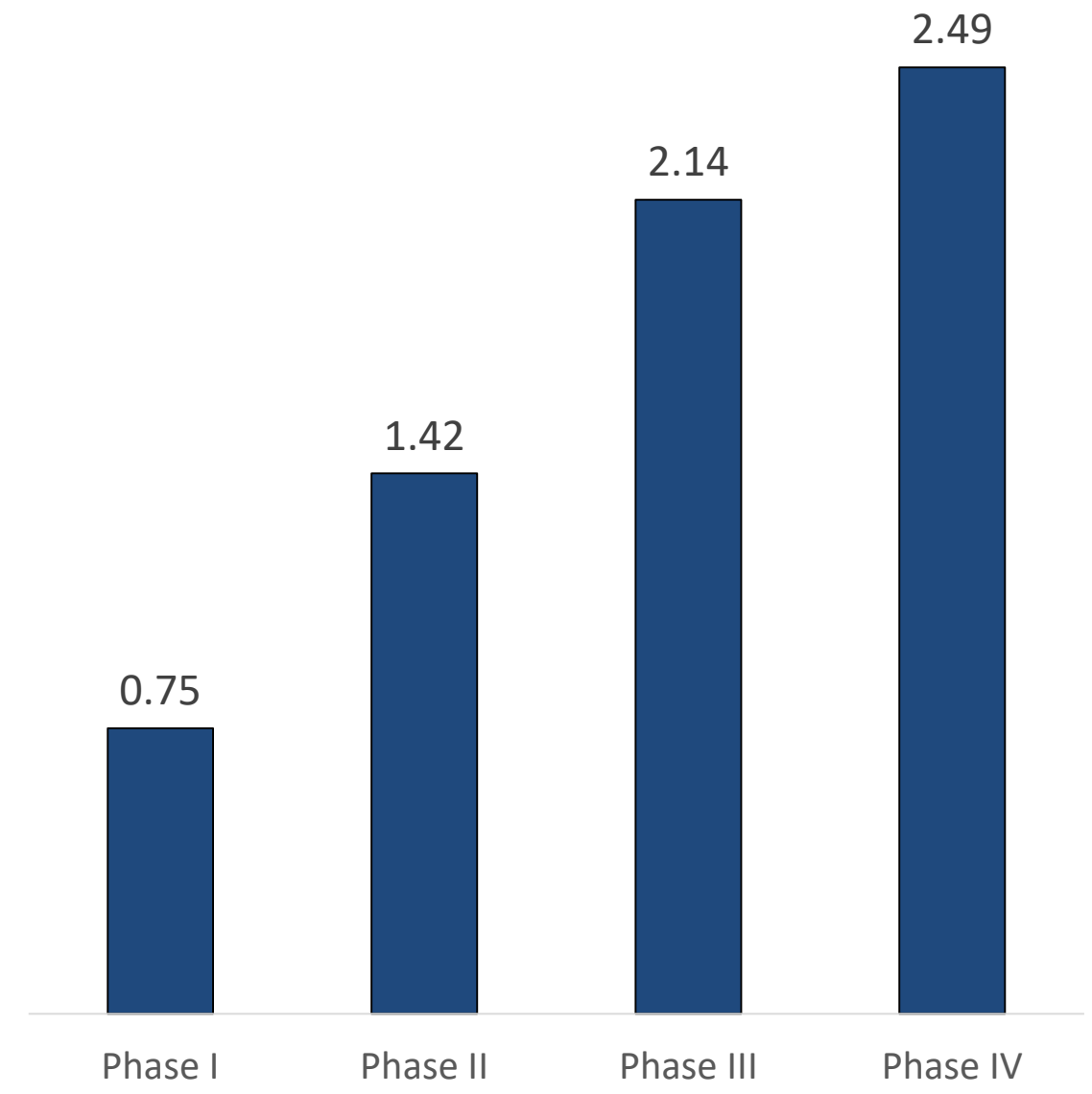


KEY KPIs : CATV Business Phase wise : (Consolidated)*

Phase-wise Seeded STBs (mn) Q4 FY 19



Phase-wise Active Paying Subs (mn) Q4 FY 19

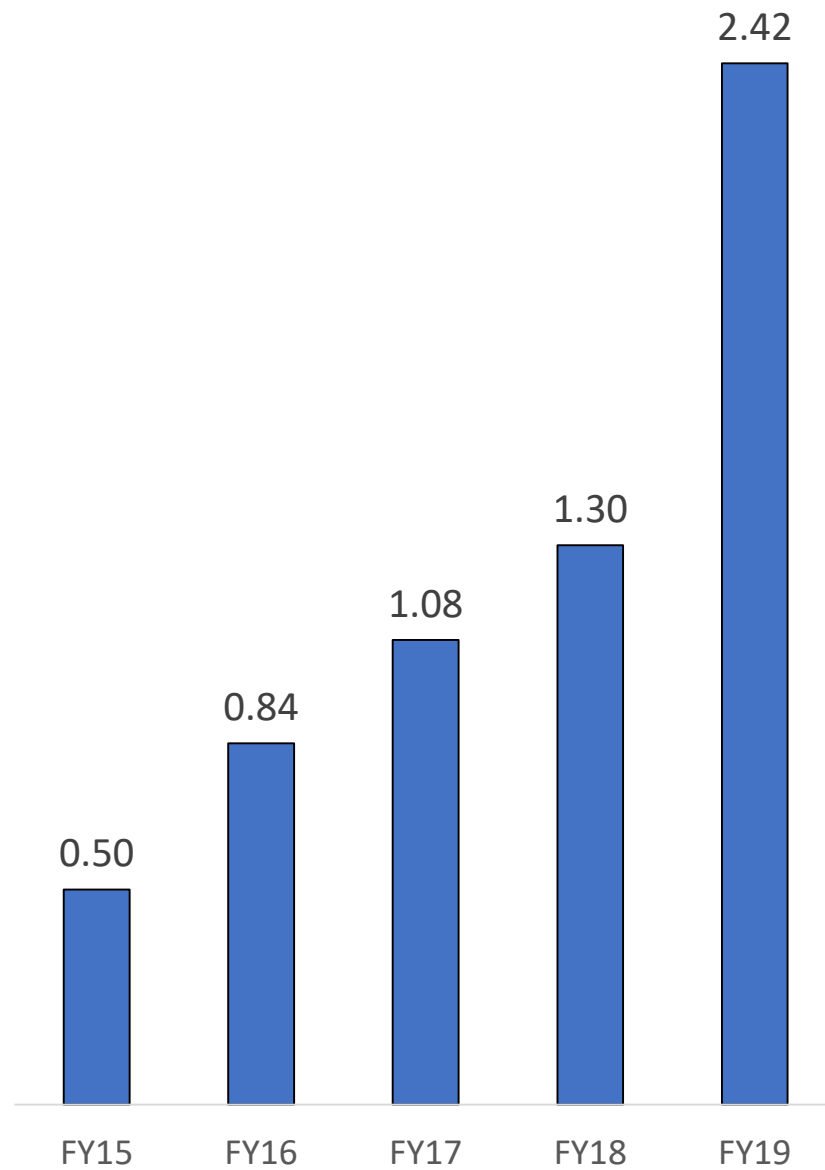


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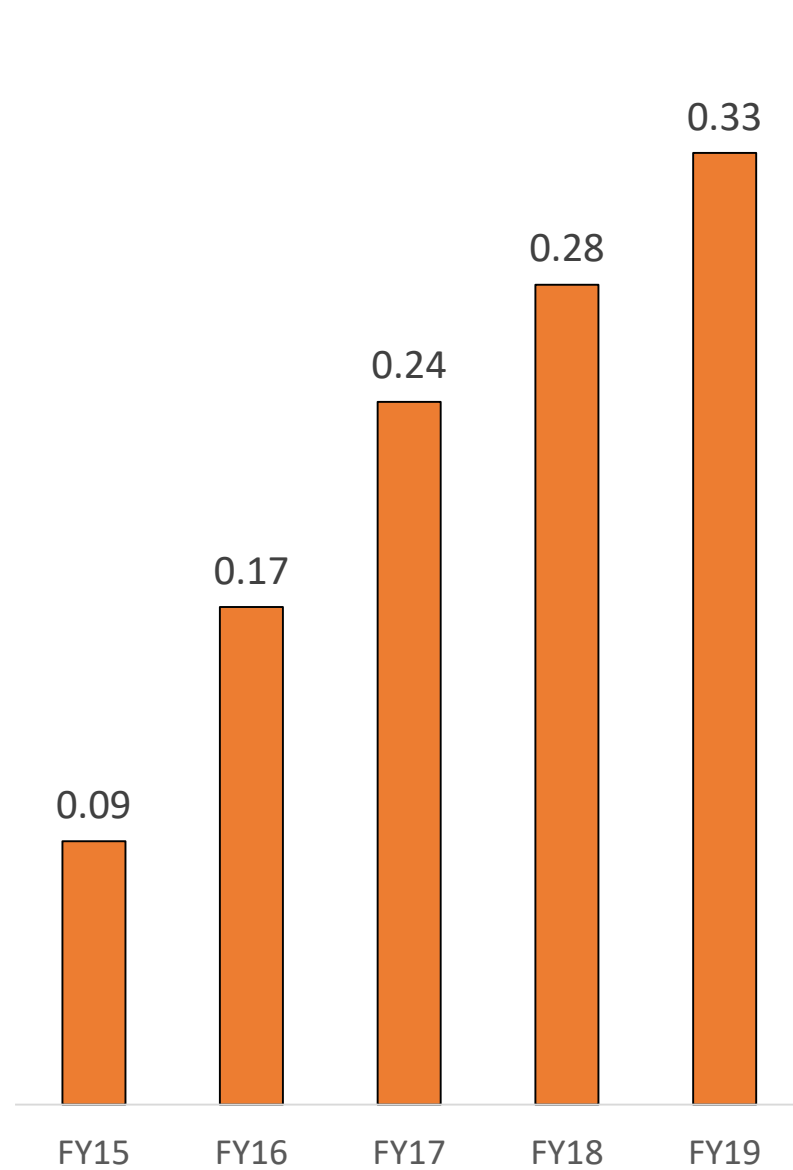


KEY KPIs : Broadband Business : Annual

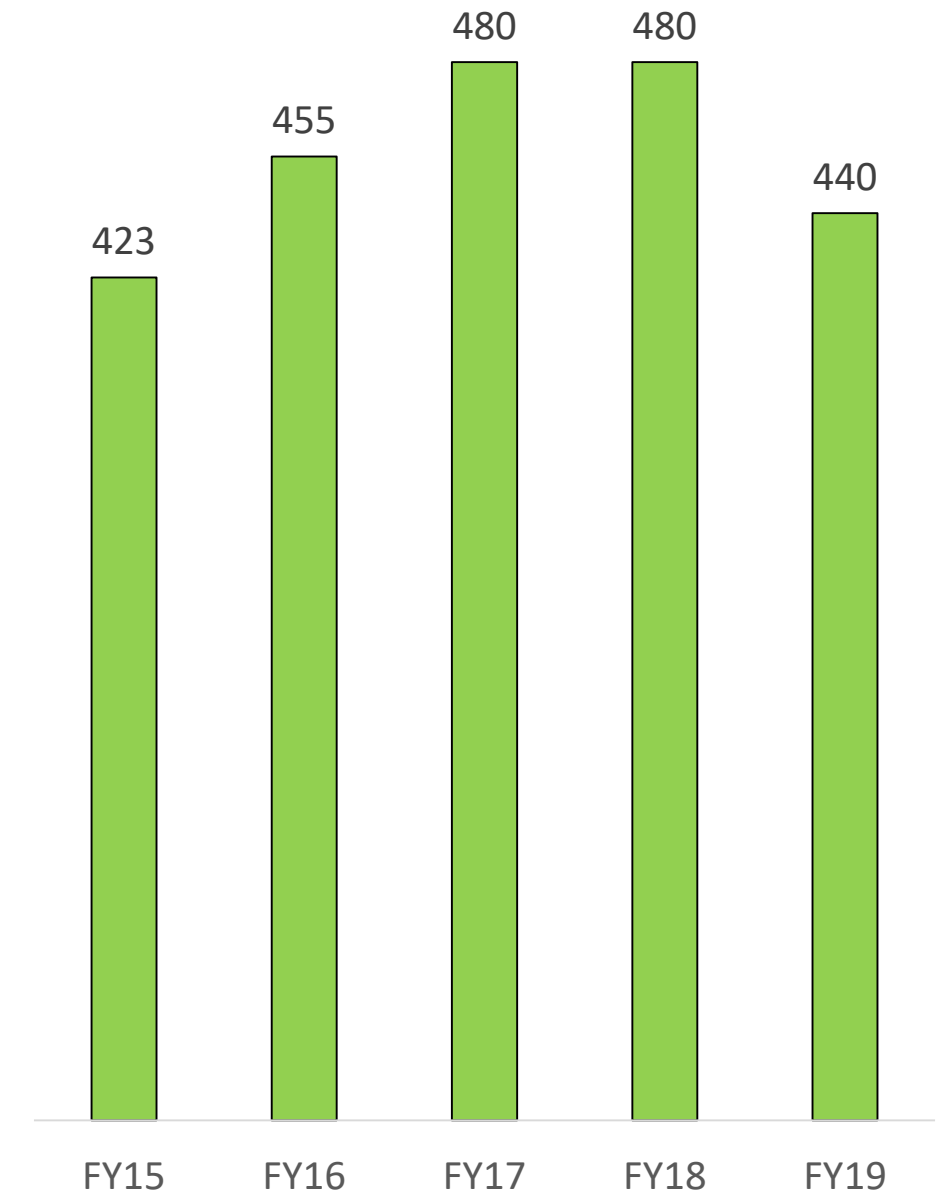
HOME PASS (mn)



SUBSCRIBER (mn)

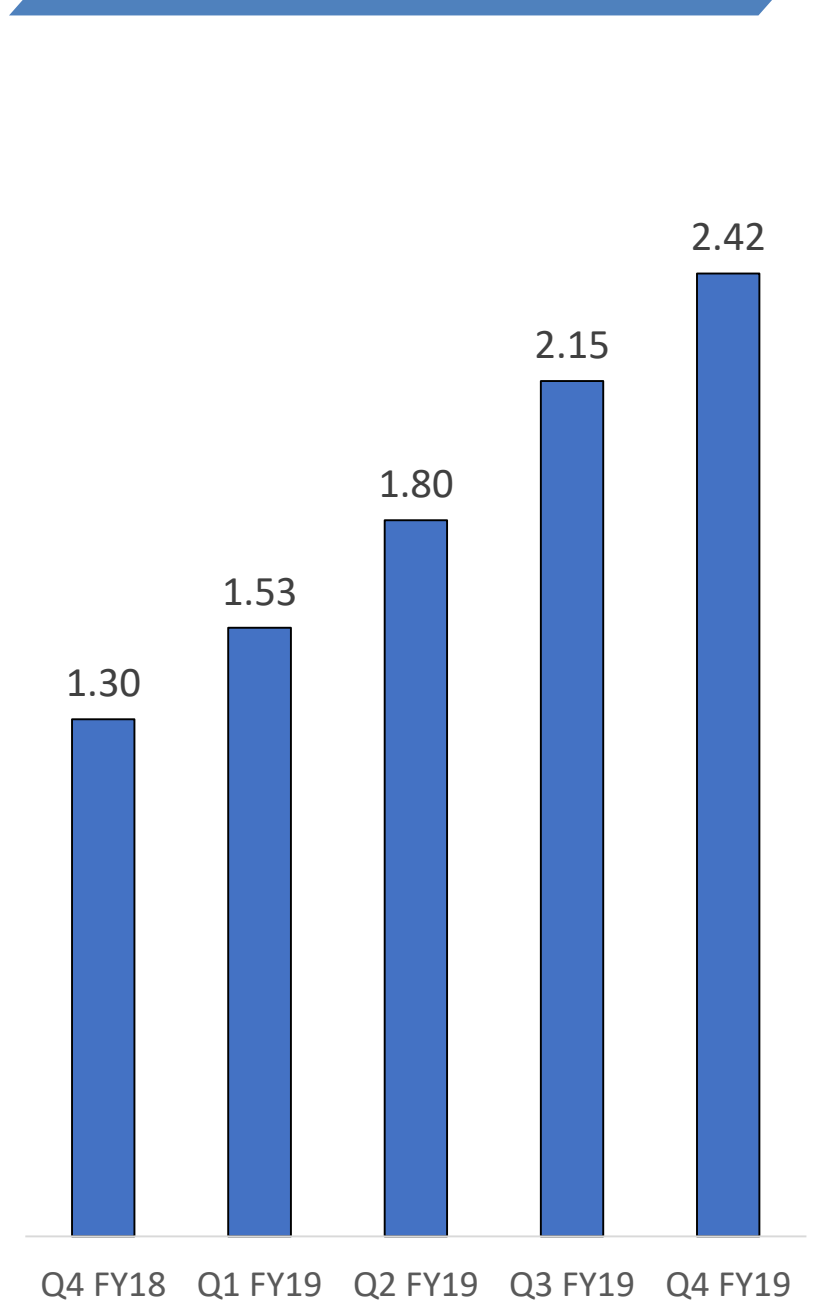


ARPU (₹) (NET OF TAXES)

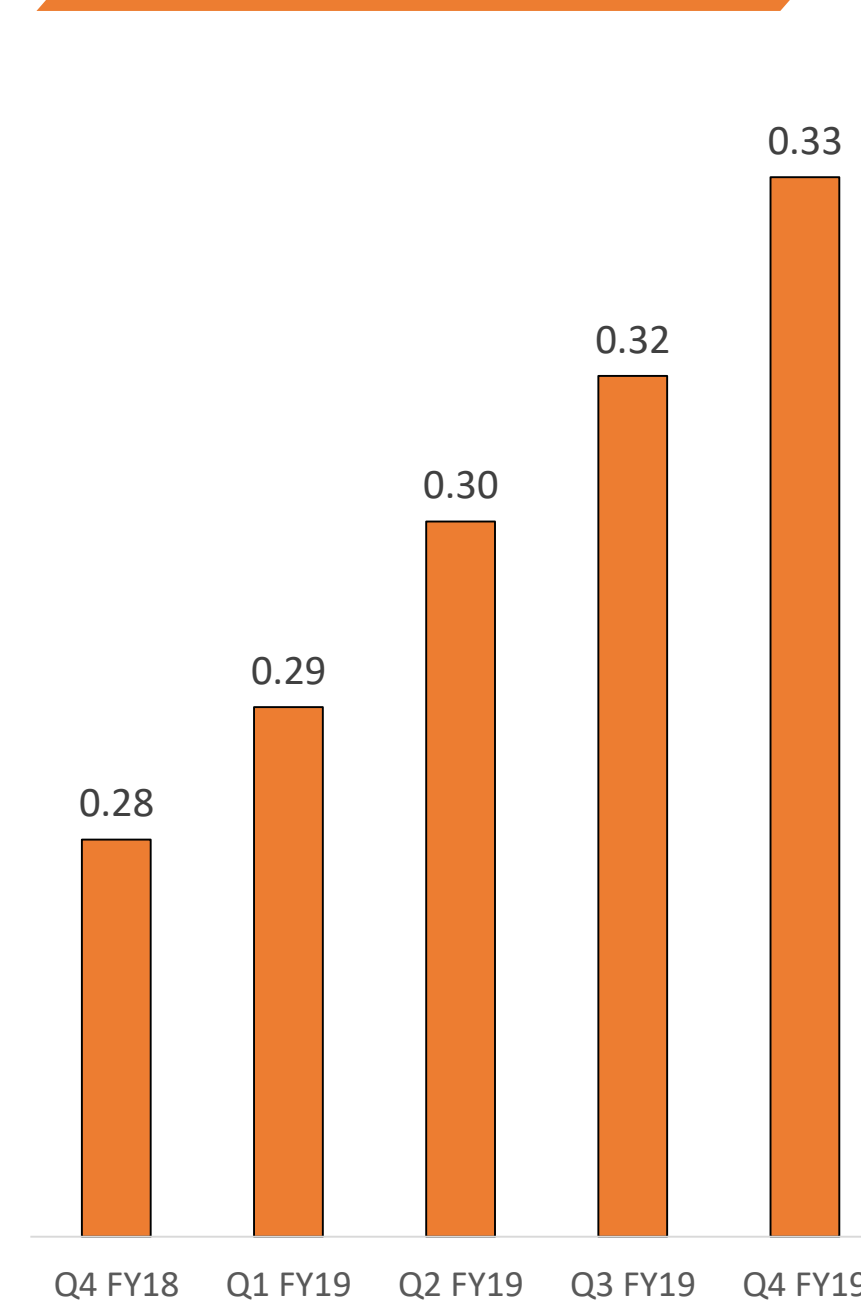


KEY KPIs : Broadband Business : Quarterly

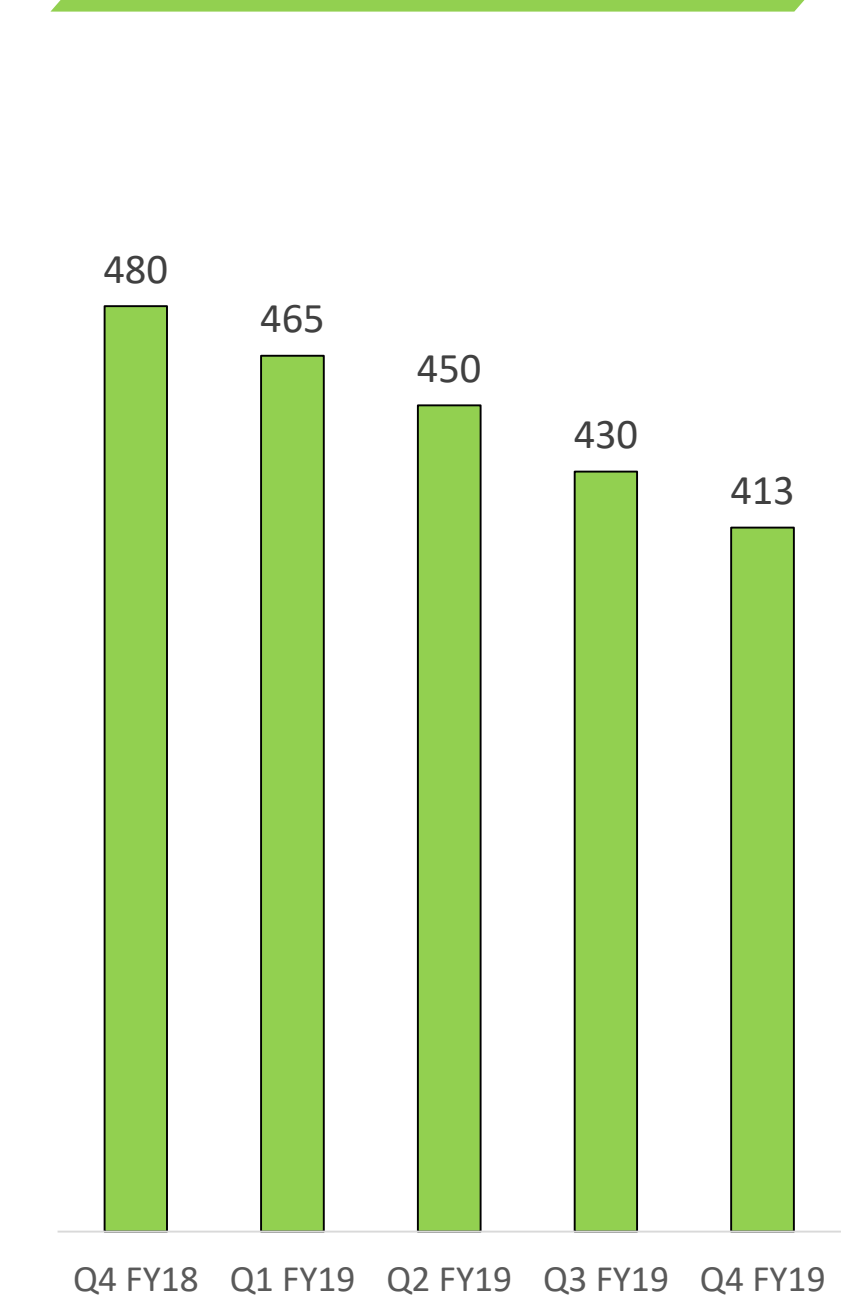
HOME PASS (mn)



SUBSCRIBER (mn)



ARPU (₹) (NET OF TAXES)

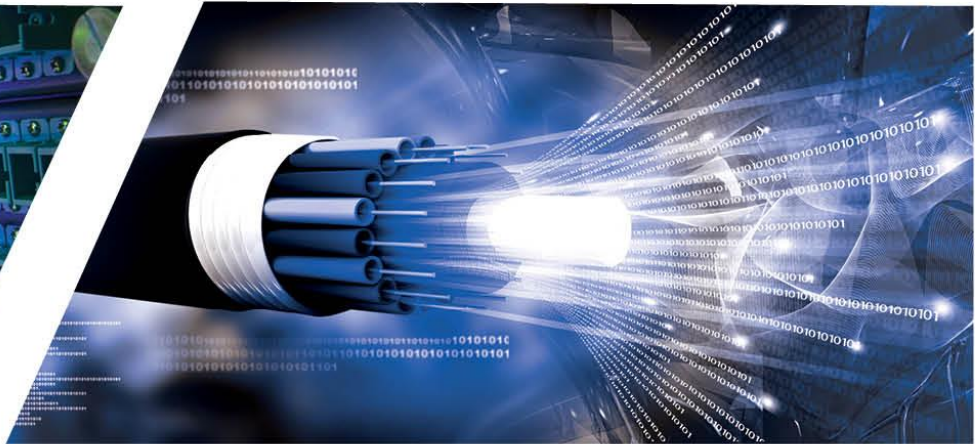


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Consolidated Financials



Financial Highlights : Consolidated FY19 (IND AS)*

1 Revenue



Total Revenue up by 16% Annually; 9% Q-o-Q.
Subscription Revenue up by 26% Annually; 16% Q-o-Q

2 Expenses



Total Exp. Up by 17% Annually; 4% Q-o-Q
Finance cost Up by 21% Annually; 91% Q-o-Q (due to Foreign Exchange Loss)

3 EBITDA



Up by 14% Annually; 24% Q-o-Q
Margin up by ~370 Basis Points Q-o-Q (Stands at 29.7%)

4 Dividend

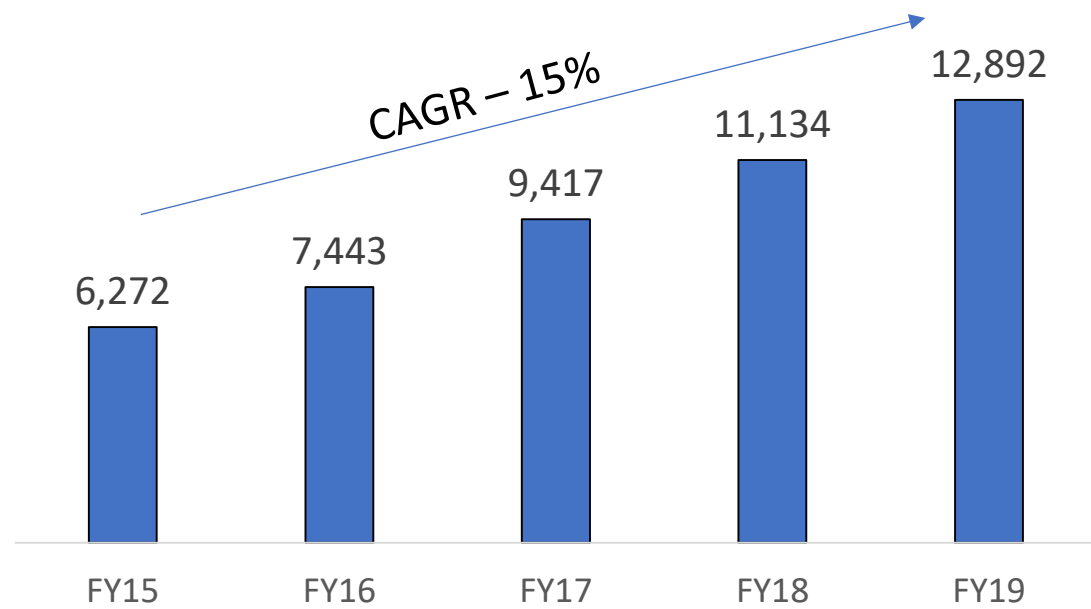


Board of Directors Recommends Dividend of ₹ 1 (10% of face value) per share

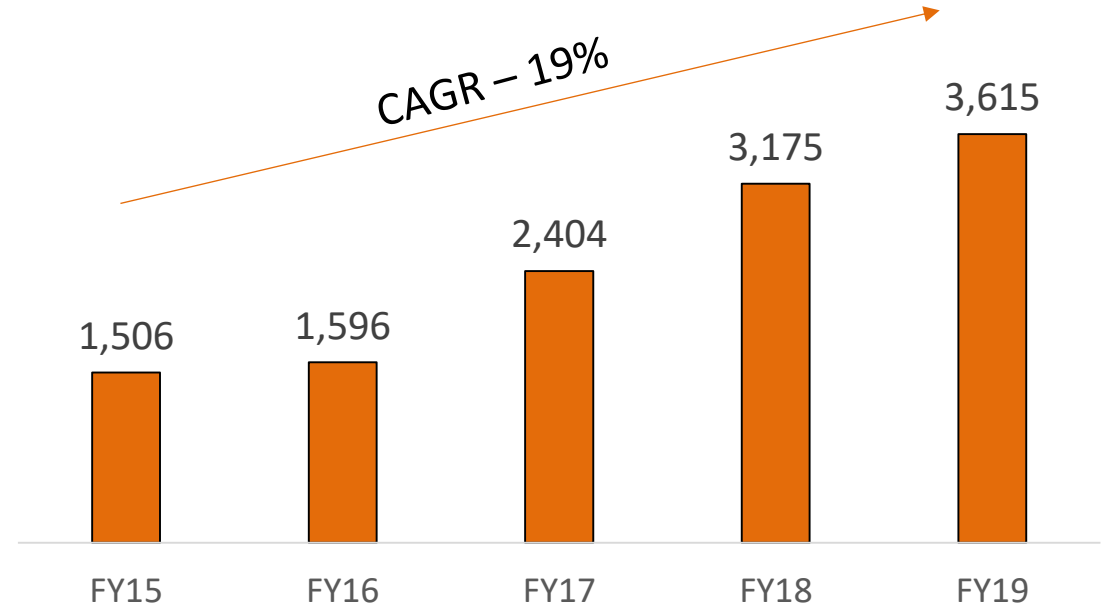


Consolidated Financial Performance Trends*

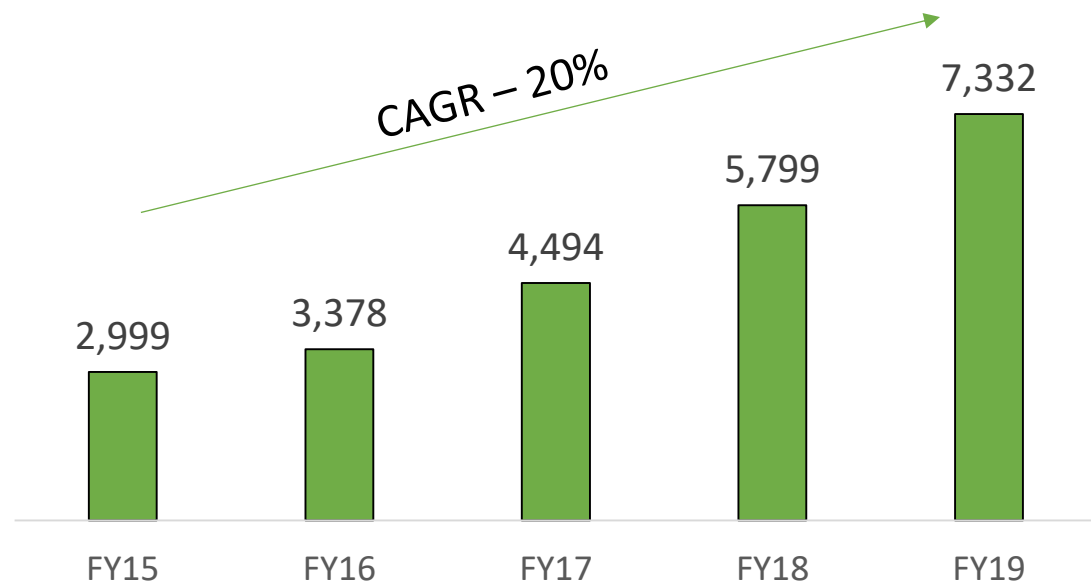
Revenue (In ₹ mn)



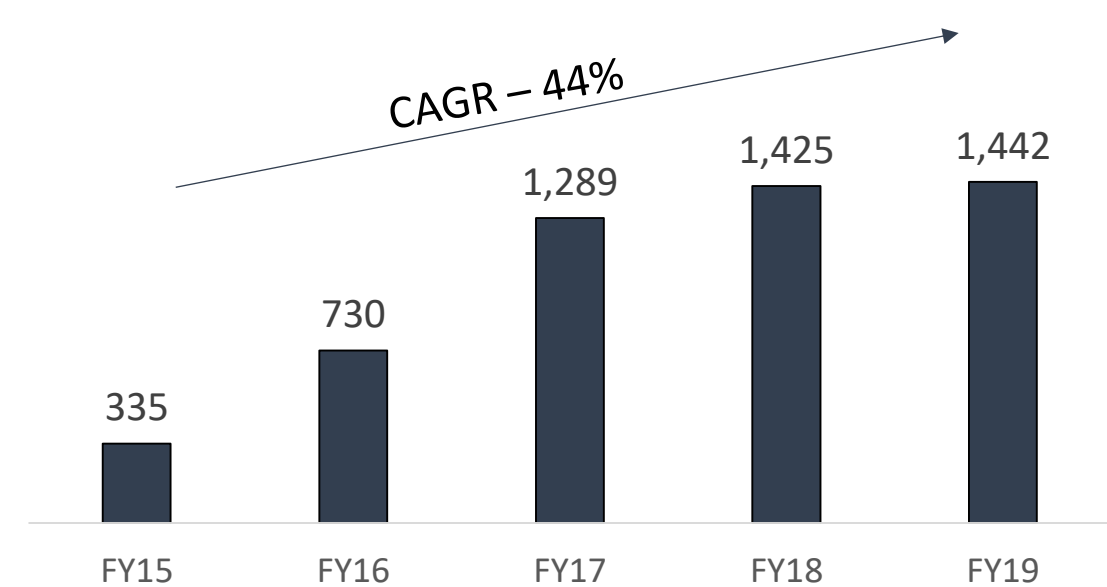
EBITDA (In ₹ mn)



Subscription Revenue (In ₹ mn)



Broadband Revenue (In ₹ mn)

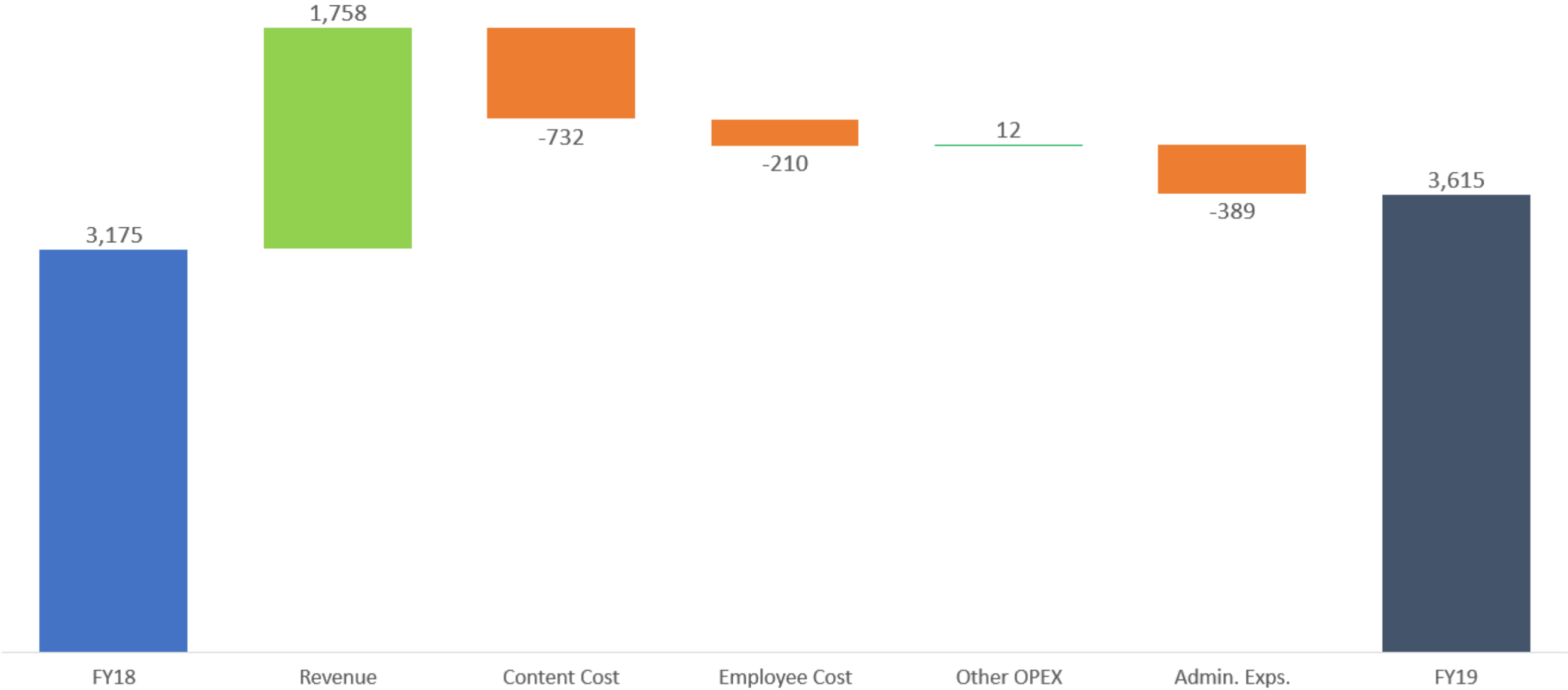


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Consolidated EBITDA Bridge FY19

In ₹ mn



Consolidated Financials FY 19 (IND AS)*

In ₹ mn

Particulars	Yearly			Quarterly				
	FY19	FY18	Y-o-Y%	Q4 FY19	Q3 FY19	Q-o-Q%	Q4 FY18	Y-o-Y %
Revenue								
Subscription CATV	7,332	5,799	26%	2,083	1,798	16%	1,549	35%
Broadband ISP	1,442	1,425	1%	364	362	1%	362	0%
Placement	2,610	2,566	2%	521	712	-27%	650	-20%
Activation	939	939	0%	239	234	2%	188	27%
Other Operating Income	136	183	-26%	17	40	-56%	57	-70%
Other Income	433	221	96%	263	54	386%	73	259%
Total Income	12,892	11,134	16%	3,488	3,199	9%	2,880	21%
Expenditure								
Pay Channel Cost	5,138	4,406	17%	1,173	1,377	-15%	1,144	2%
Employee Cost	1,471	1,261	17%	384	376	2%	320	20%
Other Operating Expense	883	895	-1%	219	240	-9%	213	3%
Administrative expense	1,784	1,396	28%	676	373	81%	392	72%
Total Expenditure	9,276	7,958	17%	2,451	2,366	4%	2,070	18%
	-	-		-	-		-	
EBITDA	3,615	3,175	14%	1,036	833	24%	810	28%
EBITDA %	28.0%	28.5%		29.7%	26.0%		28.1%	
Depreciation/Amortization	2,019	1,711	18%	582	466	25%	447	30%
Finance cost	514	425	21%	112	59	91%	128	-12%
Profit before Tax & Exceptional item	1,082	1,040	4%	343	309	11%	235	46%
Exceptional item	(650)	(62)		(647)	2		(5)	
PBT	432	978		(305)	310		230	
Tax	185	414		(70)	113		109	
PAT before Other Comprehensive Income	248	564		(235)	197		121	
(Add)/Less : Share of (Profit) / Loss of NCI	(59)	47		(42)	(12)		16	
Add/(Less) Other Comprehensive Income	3	3		(4)	-		1	
PAT	191	614		(281)	185		138	

In view of the New Regulatory Framework for Broadcasting & Cable services sector notified by the Telecom Regulatory Authority of India (TRAI), which has come into effect during the quarter, resulting into changes in pricing mechanism & arrangements amongst the Company, LCOs and Broadcasters; the Management, based on a review, has provided for impairment of trade receivables aggregating to ₹ 650 mn. These adjustments, having one-time, non-routine material impact on financial results, hence been disclosed as "Exceptional Item" in Financial Results



Consolidated Balance Sheet (IND AS)*

In ₹ mn

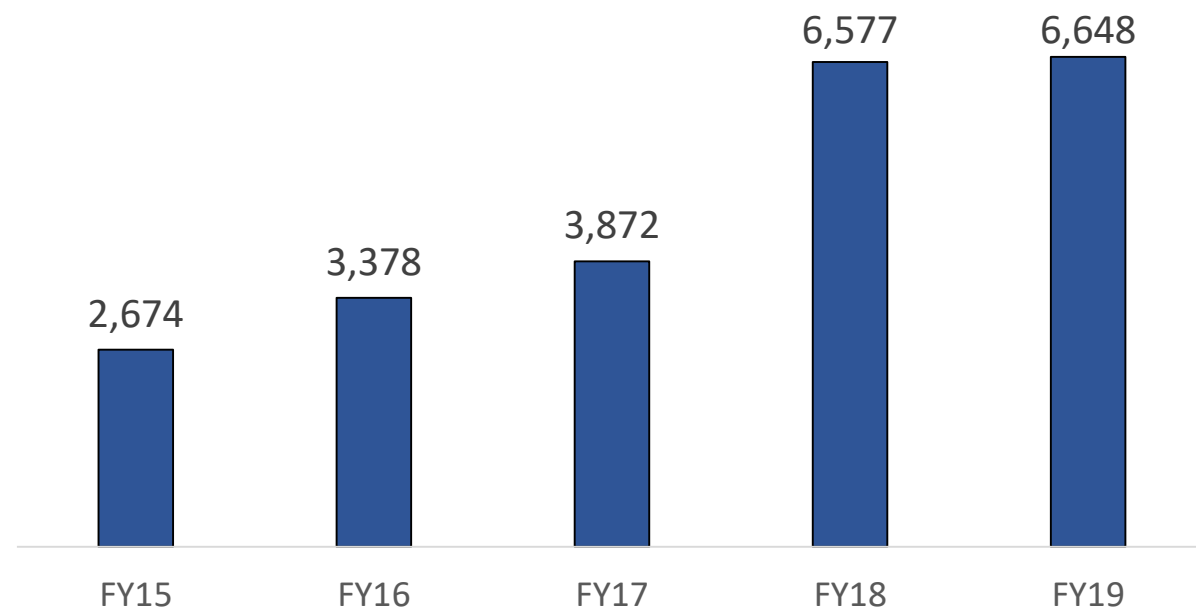
Liabilities	As on 31st March 2019	As on 31st March 2018
Equity		
Equity Share Capital	1,125	1,125
Other Equity	5,887	5,755
Total Equity	7,012	6,880
Non-Current Liabilities		
Financial Liabilities		
Borrowings	1,526	1,103
Other Financial Liabilities	-	1
Deferred Tax Liabilities	176	170
Other Non-Current Liabilities	1,360	1,844
Total Non-Current Liabilities	3,062	3,117
Current Liabilities		
Financial Liabilities		
Borrowings	1,254	1,871
Trade Payables	2,992	1,959
Other Financial Liabilities	1,692	1,935
Provisions and other current liabilities	4,195	3,218
Current Tax liability(Net)	112	206
Total Current Liabilities	10,245	9,189
Total Liabilities	20,320	19,185

Assets	As on 31st March 2019	As on 31st March 2018
Non-Current Assets		
Fixed Assets	12,460	12,486
Financial Assets		
Investments	136	109
Other Financial Assets	199	258
Deferred Tax assets	956	752
Other non-current Assets	210	217
Total Non-Current Assets	13,961	13,821
Current Assets		
Inventories	250	-
Financial Assets		
Trade Receivables	3,213	3,262
Cash and cash equivalents	1,388	1,320
Other Financials Assets	710	256
Current Tax Assets (Net)	174	27
Other Current Assets	624	498
Total Current Assets	6,359	5,364
Total Assets	20,320	19,185

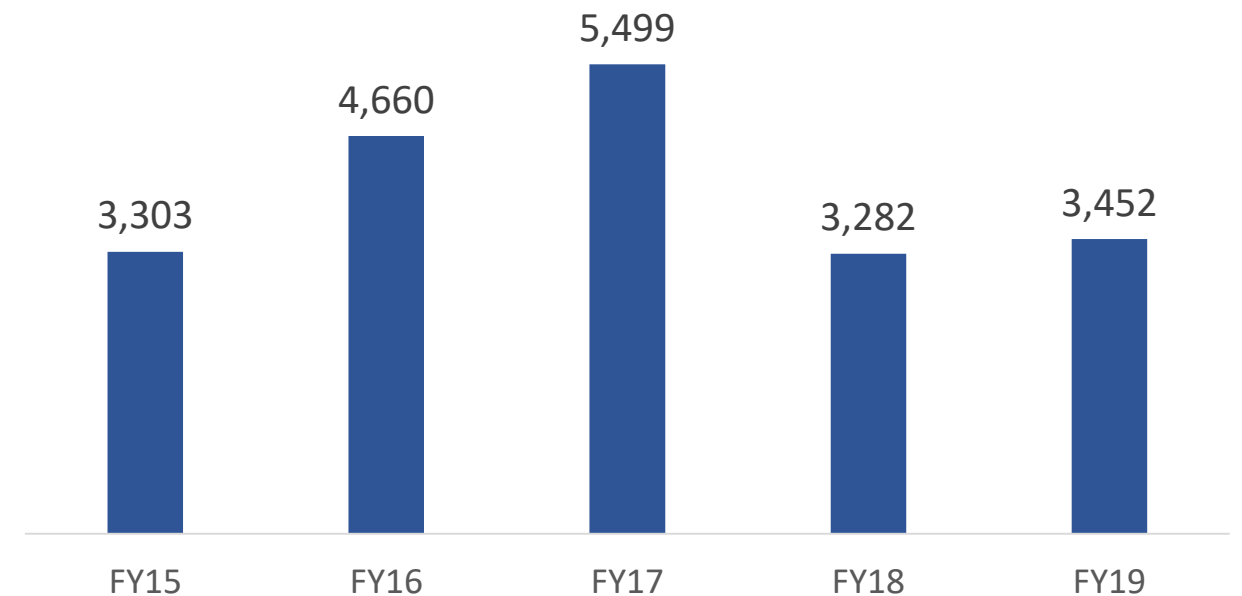


Consolidated Financial Performance FY19*

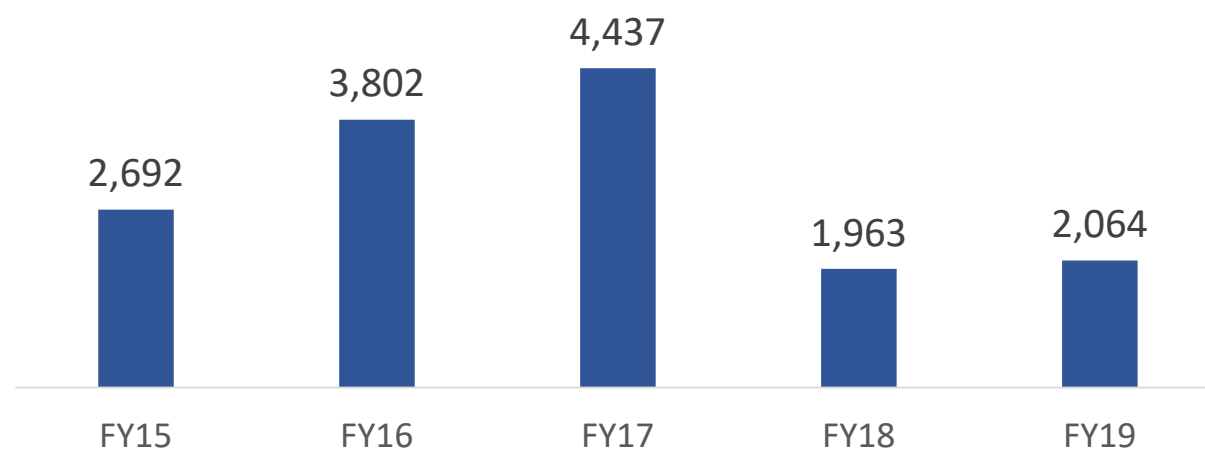
Net Worth (In ₹ mn)



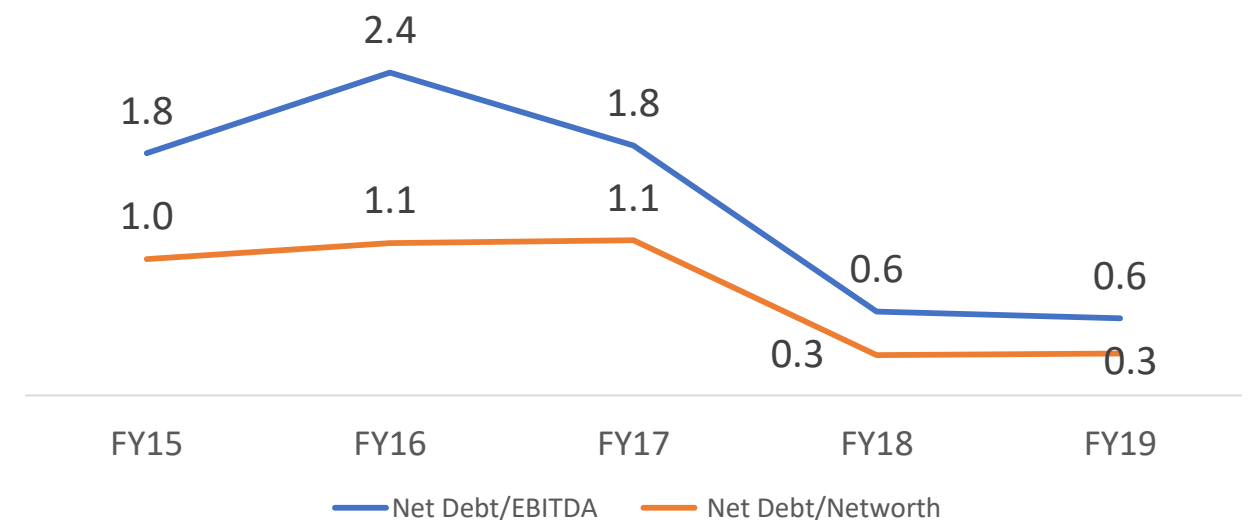
Total Debt (In ₹ mn)



Net Debt Trend (In ₹ mn)



Key Leverage Metrics

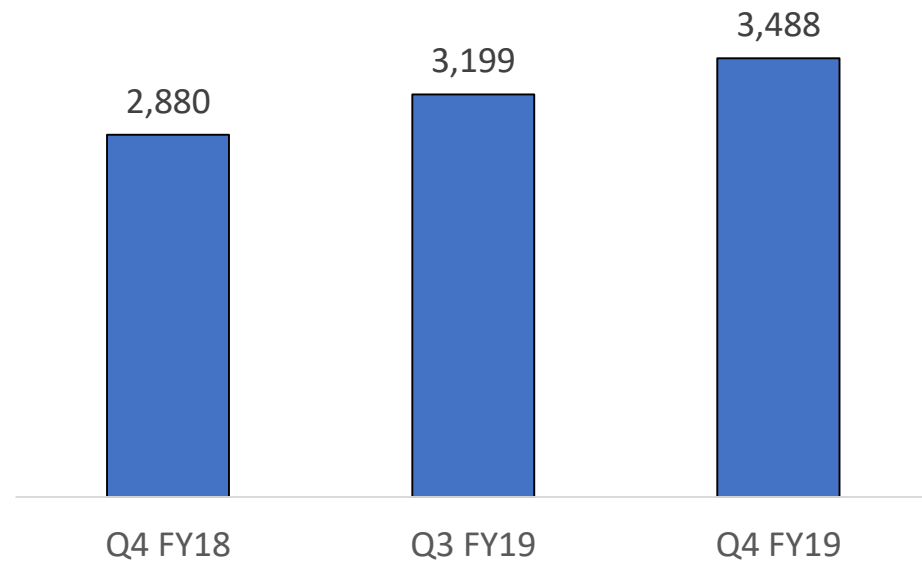


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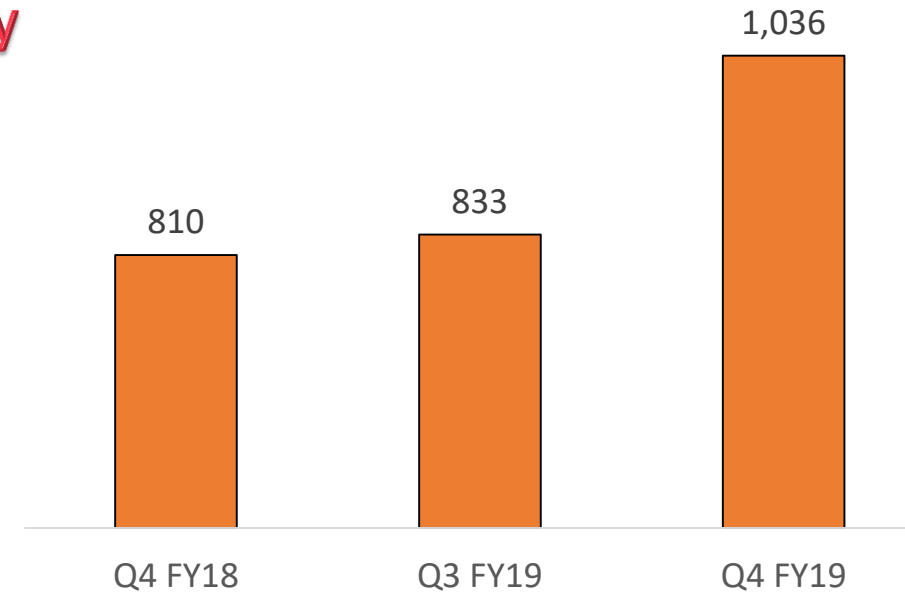


Trend : Consolidated Financial Performance*

Revenue (In ₹ mn)

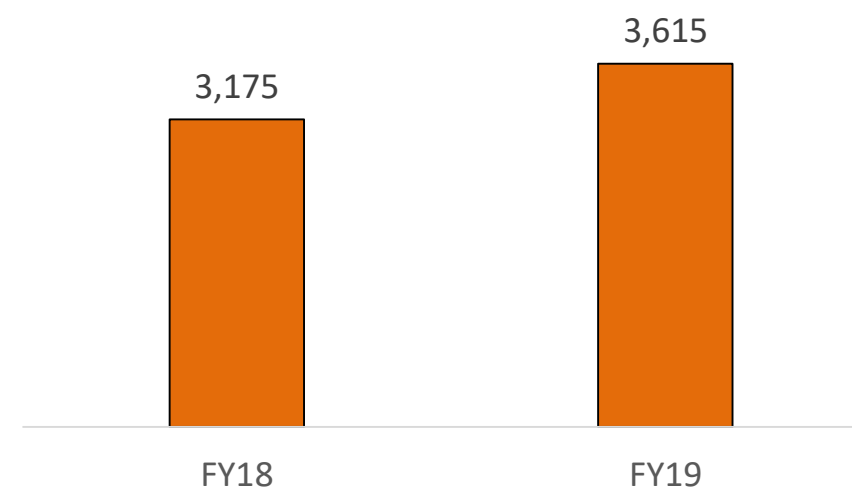
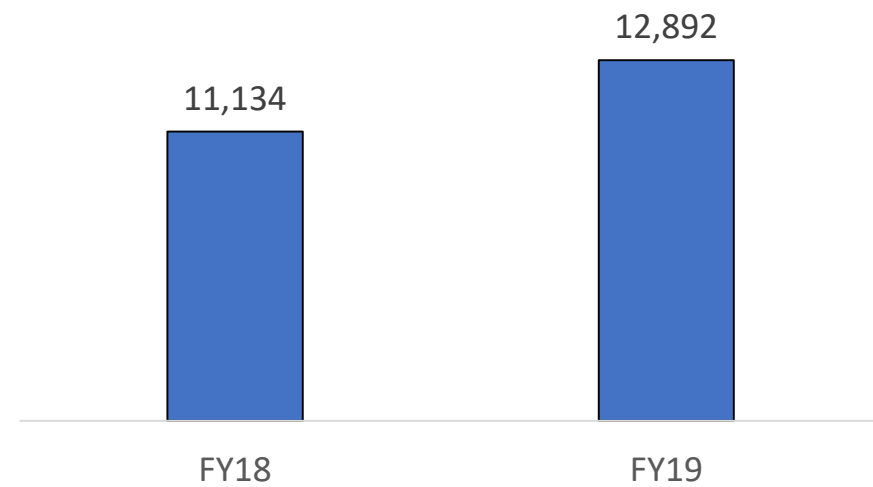


EBIDTA (In ₹ mn)



Quarterly

Annual

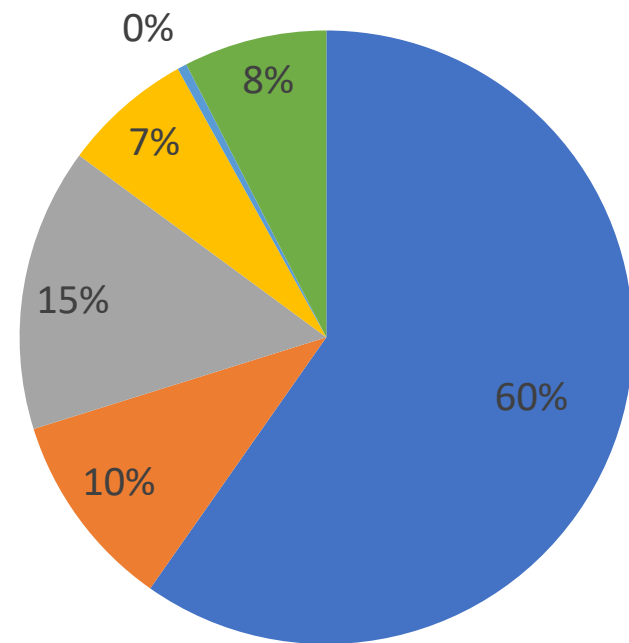


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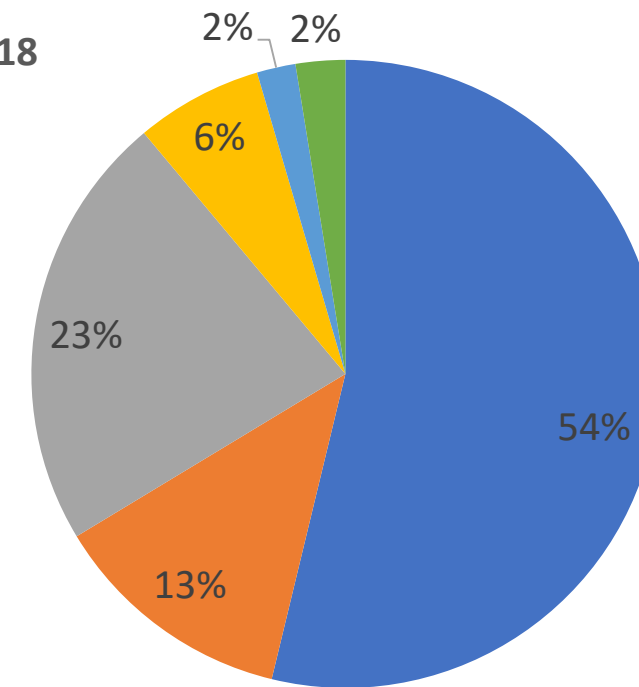
Consolidated Financial Performance FY19*

Q4 FY19



- Subscription CATV
- Broadband ISP
- Placement
- Activation
- Other Operating Income
- Other Income

Q4 FY18

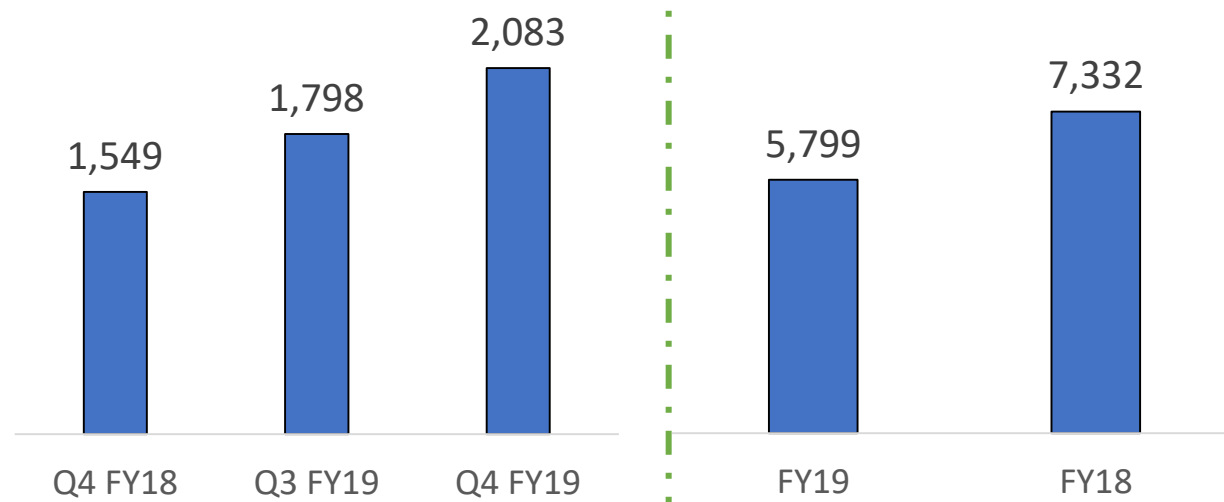


Subscription Revenue (In ₹ mn)

Broadband Revenue (In ₹ mn)

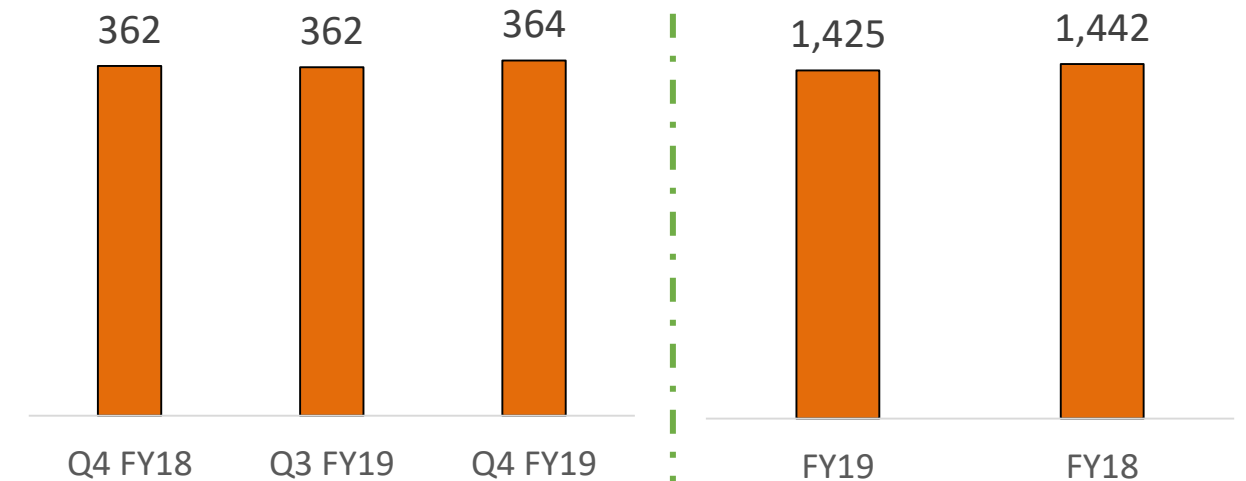
Quarterly

Annual



Quarterly

Annual



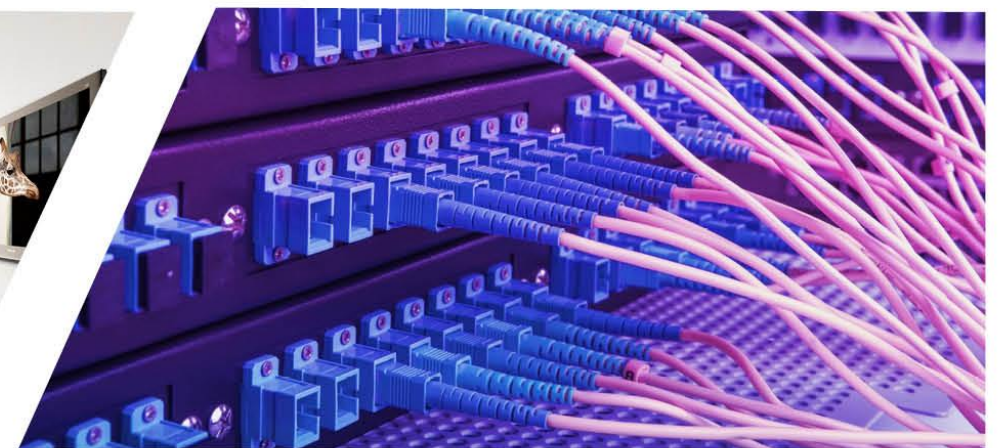
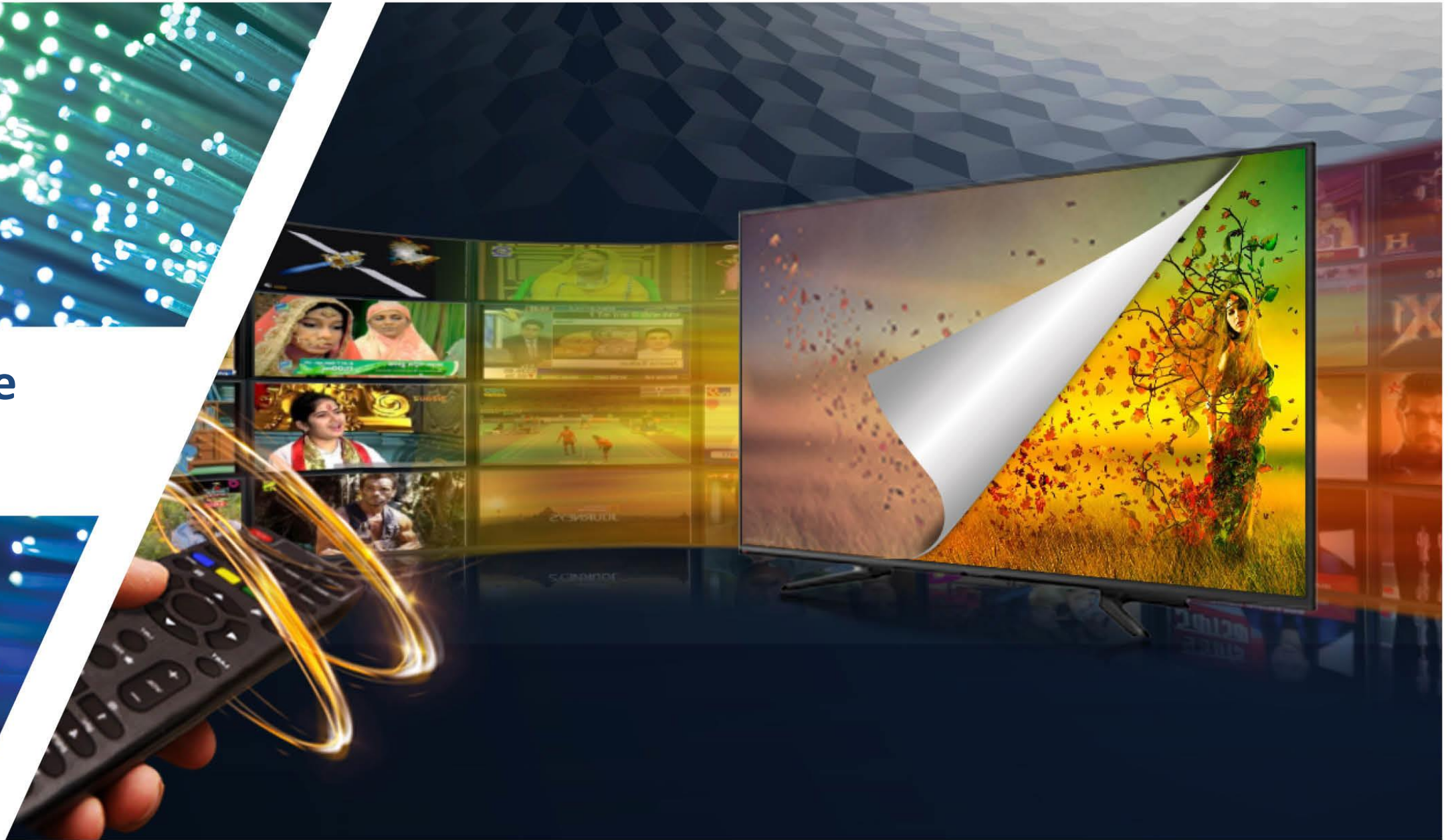
Break-up of Finance Cost : Consolidated*

In ₹ mn

Finance Cost	Quarterly			Annual	
	Q4 FY19	Q3 FY19	Q4 FY18	FY19	FY18
Interest Expense	77	83	74	273	261
(Gain) / Loss On Foreign Currency	25	-39	4	175	4
Others	10	15	49	66	160
Total	112	59	128	514	425



Standalone Financials



Financial Highlights : Standalone FY19* (IND AS)



1 Revenue



Total Revenue up by 12% Annually; 11% Q-o-Q
Subscription Revenue up by 23% Annually; 28% Q-o-Q

2 Expenses



Total Exp Up by 14% Annually; down by 2% Q-o-Q.
Finance cost Up by 24% Annually; 137% Q-o-Q (due to Foreign Exchange Loss)

3 EBITDA



EBITDA Up by 6% Annually; 48% Q-o-Q.
Margin up by ~870 Basis Points Q-o-Q (Stands at 34.6%)



Standalone Financials (IND AS)*

In ₹ mn

Particulars	Yearly			Quarterly				
	FY19	FY18	Y-o-Y %	Q4 FY19	Q3 FY19	Q-o-Q%	Q4 FY18	Y-o-Y %
Revenue								
Subscription CATV	4,942	4,020	23%	1,504	1,171	28%	1,054	43%
Placement	2,398	2,351	2%	479	652	-26%	598	-20%
Activation	645	709	-9%	154	161	-4%	178	-13%
Other Operating Income	202	309	-35%	42	50	-16%	111	-62%
Other Income	240	168	43%	125	46	169%	45	179%
Total Income	8,428	7,557	12%	2,304	2,080	11%	1,985	16%
Expenditure								
Pay Channel Cost	3,805	3,259	17%	897	1,026	-13%	849	6%
Employee Cost	569	509	12%	141	141	0%	125	13%
Other Operating Expense	545	569	-4%	113	146	-23%	182	-38%
Administrative expense	1,030	875	18%	356	228	56%	288	24%
Total Expenditure	5,949	5,211	14%	1,508	1,542	-2%	1,443	5%
EBITDA	2,479	2,346	6%	796	537	48%	543	47%
EBITDA %	29.4%	31.0%		34.6%	25.8%		27.3%	
Depreciation/Amortization	1,252	1,095	14%	374	294	27%	300	25%
Finance cost	392	315	24%	84	35	137%	102	-18%
Profit before Tax & Exceptional item	835	937	-11%	338	208	63%	140	141%
Exceptional item	(550)	(42)		(550)	-		-	
PBT	285	895		(212)	208		140	
Tax	140	304		(29)	73		53	
PAT before Other Comprehensive Income	145	591		(182)	135		87	
Add/(Less) Other Comprehensive Income	1	(3)		(4)			(4)	
PAT	145	588		(186)	135		83	

* FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar



Standalone Balance Sheet (IND AS)*

In ₹ mn

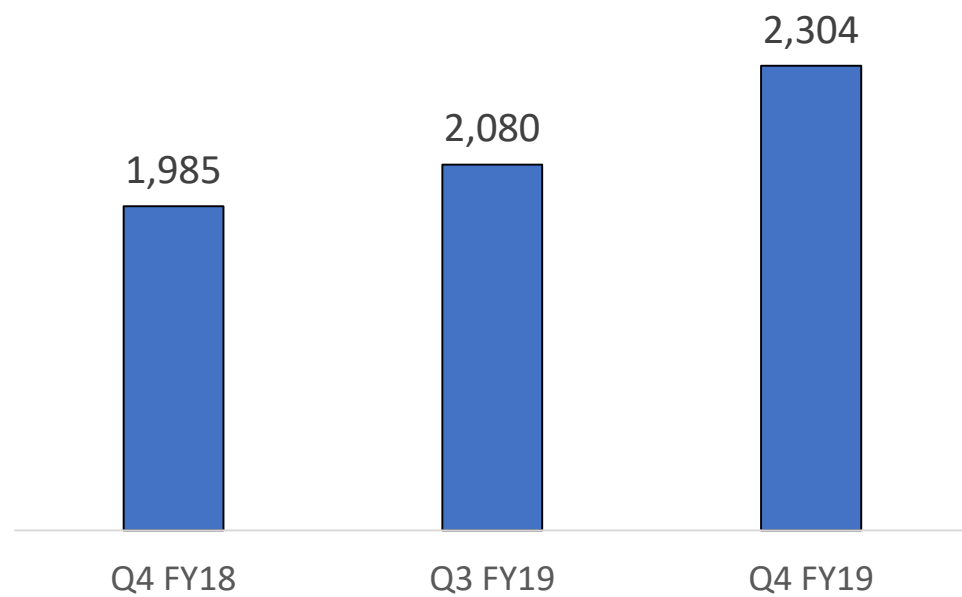
Liabilities	As on 31st March 2019	As on 31st March 2018
Equity		
Equity Share Capital	1,125	1,125
Other Equity	5,512	5,502
Total Equity	6,637	6,627
Non-Current Liabilities		
Financial Liabilities		
Borrowings	996	573
Other Financial Liabilities	-	-
Deferred Tax Liabilities	-	-
Other Non-Current Liabilities	797	1,245
Total Non-Current Liabilities	1,793	1,818
Current Liabilities		
Financial Liabilities		
Borrowings	1,161	1,705
Trade Payables	2,320	1,490
Other Financial Liabilities	899	899
Provisions and other current liabilities	1,969	1,236
Current Tax liability(Net)	-	140
Total Current Liabilities	6,350	5,469
Total Liabilities	14,779	13,914

Assets	As on 31st March 2019	As on 31st March 2018
Non-Current Assets		
Fixed Assets	5,845	6,339
Financial Assets		
Investments	2,068	1,927
Other Financial Assets	37	65
Deferred Tax assets	531	441
Other non-current Assets	190	193
Total Non-Current Assets	8,672	8,964
Current Assets		
Inventories	250	-
Financial Assets		
Trade Receivables	3,230	3,247
Cash and cash equivalents	1,173	1,086
Other Financials Assets	894	413
Current Tax Assets (Net)	154	21
Other Current Assets	407	182
Total Current Assets	6,107	4,949
Total Assets	14,779	13,914

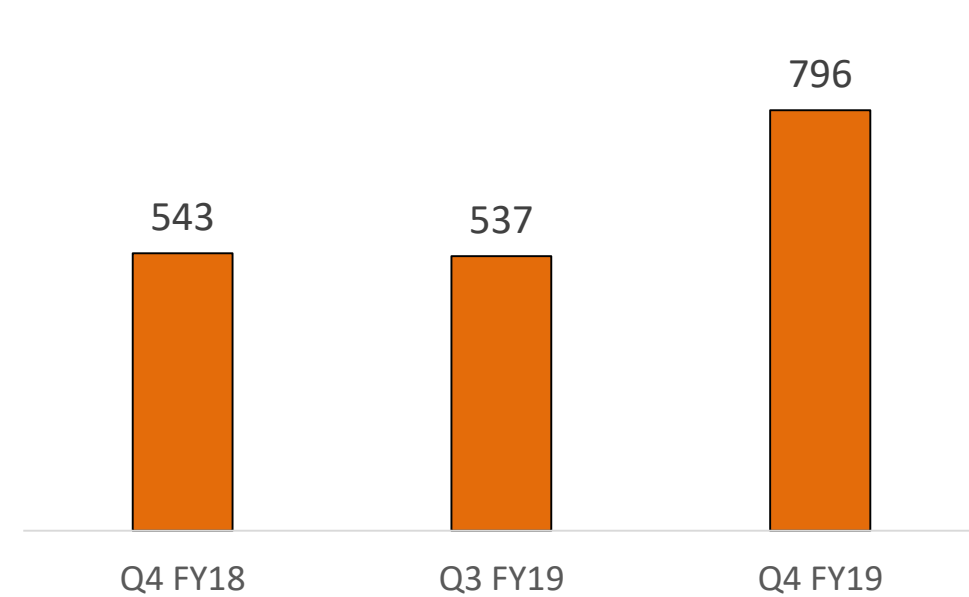


Trend : Standalone Financial Performance*

Revenue (In ₹ mn)

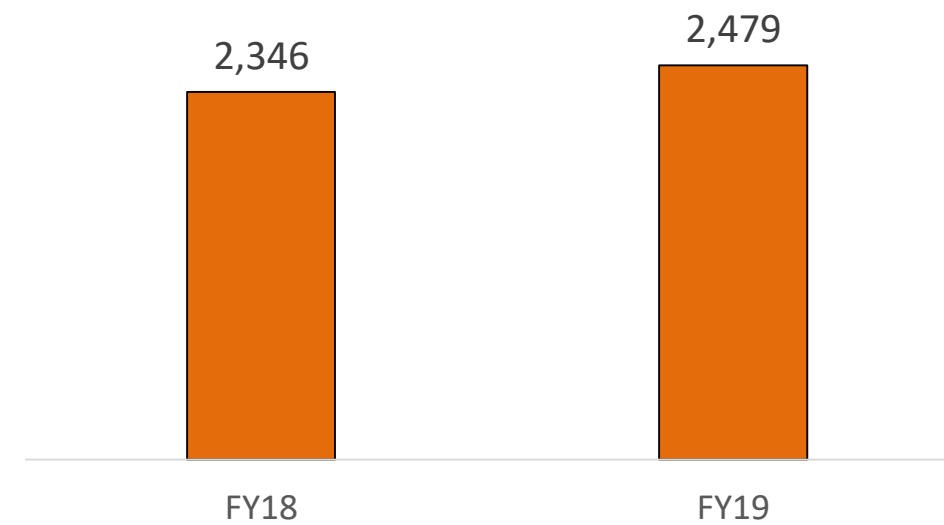
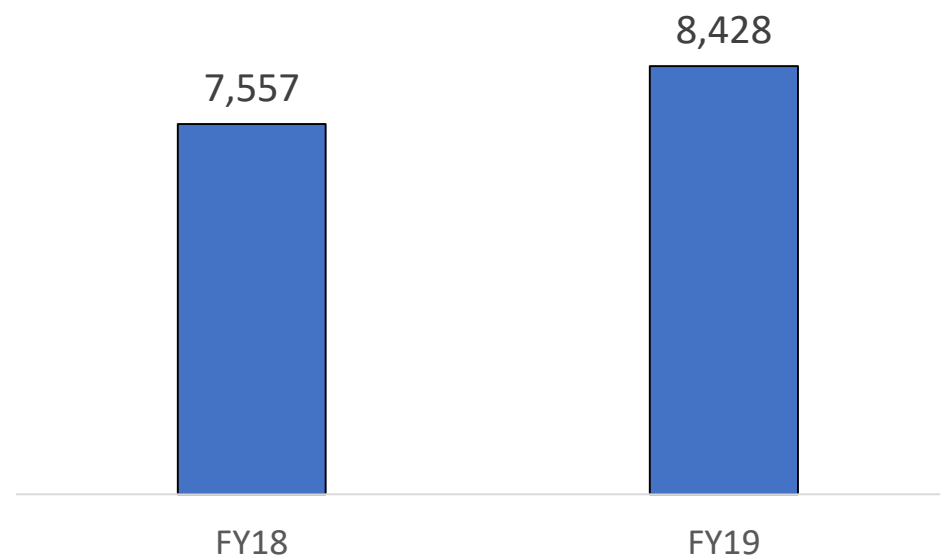


EBIDTA (In ₹ mn)



Quarterly

Annual



* FY = Apr- Mar, Q1 =Apr-Jun, Q2= Jul-Sep, Q3=Oct-Dec, Q4=Jan-Mar



Break-up of Finance Cost : Standalone

In ₹ mn

Finance Cost	Quarterly			Annual	
	Q4 FY19	Q3 FY19	Q4 FY18	FY19	FY18
Interest Expense	55	57	44	203	196
(Gain) / Loss On Foreign Currency	19	-37	-25	143	0
Others	9	15	82	46	118
Total	84	35	102	392	315



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CONCALL INVITE

**B&K Securities shall hold
a Conference Call of**

GTPL Hathway Ltd.

to discuss the 4QFY19/FY19 Financial performance
on **Tuesday, 16th April 2019 at 04:00 pm IST**

Management Representatives:

Mr. Anirudhasinh Jadeja – Promoter & Managing Director

Mr. Rajan Gupta – Chairman and Non-Executive Director

Mr. Piyush Pankaj – Business Head – Video & Chief Strategy Officer

Mr. Viren Thakkar – Chief Financial Officer

You are cordially invited

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THANK YOU

