

**August 02, 2025**

To,  
Listing Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street, Fort  
Mumbai - 400001  
**Script Code – 540737**

**Sub: Investor Presentation**

With reference to the captioned subject, we enclose herewith the Investor Presentation with respect to Unaudited Financial Results of the Company for the quarter ended June 30, 2025.

Kindly take the same on your record.

Thanking You,

Yours faithfully,

**For Shree Ganesh Remedies Limited**

**Aditya Patel**  
**Company Secretary and Compliance Officer**

Enc. a/a

Investor Presentation  
Q1FY26

**Innovate.  
React.  
Transform.**



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## Forward Looking Statement

In so far as forecasts or expectations are expressed in this presentation or where our statements concern the future, these forecasts, expectations or statements may involve known or unknown risks and uncertainties. Actual results or developments may vary, depending on changes in the operating environment. Shree Ganesh Remedies Limited does not assume an obligation to update the forecasts, expectations or statements contained in this presentation.

# About the Business

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# Excellence in Complex Chemistry



## Established Expertise

Over 20 years of excellence in chemical manufacturing, specialising in pharmaceutical intermediates and speciality chemicals.



## Strategic Expansions

Continuous investments in new manufacturing blocks and R&D centers to enhance production capacity and innovation.



## Global Reach

Serving over 20 countries, including key markets in the EU and the US, with a robust export portfolio.



## Trusted Partner

Trusted partner for leading global companies, offering reliable and high-quality custom manufacturing solutions.



## Innovative Capabilities

Equipped with state-of-the-art R&D facility, enabling complex chemical synthesis and innovation.



## Sustainable Practices

Committed to environmental sustainability with ISO 14001, certification and initiatives in solar energy and waste recycling.

# Unparalleled Expertise in Advanced Chemical Synthesis



## Core Strengths in Mastered Chemistries

Our company excels in the following core chemistries, with dedicated manufacturing blocks for each:

### 1. Halogenation

- **Chlorination:** Using Thionyl Chloride, Sulphuryl Chloride, Oxalyl Chloride, Mesyl Chloride, HCL gas, and Chlorine gas, and under UV light.
- **Bromination:** Employing Bromine, HBr, other bromide salts, and under UV light.
- **Iodination:** Using Iodine, KI, and Copper Iodide.

### 2. Reduction

- **Catalytic H<sub>2</sub> Reduction:** Up to 40 bar using Ra-Ni, Pt/C, Pd/C, and Rt/C.
- **Hydride Salts:** Effective reduction processes using salts of Na, Al and K.
- **Pyrophoric Reagents:** Using reagents such as Vitride and DIBAL.

### 3. Methylation, Alkylation & C-C Bond Formation

- **Friedel-Crafts Reaction:** Using AlCl<sub>3</sub> and FeCl<sub>3</sub> and other catalysts.
- **DMS & DES Alkylation:** From room temperature to high temperature.
- **Pd-Catalyzed Coupling:** Including Heck and Suzuki reactions.
- **Grignard Reactions:** Using Mg or AlkMgX/ether; Vinyl MgCl.

# Unparalleled Expertise in Advanced Chemical Synthesis (Continued)

## Additional Chemistries

While we currently do not have dedicated blocks for the following chemistries, we have established a strong foothold and are evaluating the possibility of adding dedicated blocks in the future

### **Oxidation:**

Using TEMPO, NaOCl, Permanganate Salts, and metals such as Fe, Cu, Co, and Cr.

### **Low-Temperature Chemistry:**

Metalorganic reactions, selective oxidations and hydrogenations, cryogenic quenching, and selective C-C bond formation.

## Other Reaction Capabilities

Heterocycle Synthesis	1
Nitration	2
Chiral Resolution	3
Esterification	4
Dehalogenation	5
Diels-Alder Reaction	6
Hydrolysis	7
Silyl Derivatives	8
Oxime Formation	9

# Unmatched Technology Prowess In Complex Chemical Reactions

We pride ourselves on our advanced technological capabilities, which enable us to handle some of the most complex chemical reactions with precision and efficiency. These capabilities form a core strength of our operations and set us apart in the industry.



## Key Technological Capabilities

**Liquid-Gas Reaction:** Expertise in managing reactions involving both liquid and gas phases, ensuring optimal reaction conditions and high yields.

1

**High-Pressure Reaction:** Proficiency in conducting reactions under high pressure, allowing for enhanced reaction rates and the synthesis of unique compounds.

2

**Cryogenic Reaction:** Skilled in performing reactions at extremely low temperatures, crucial for maintaining the stability of sensitive intermediates and achieving selective transformations.

3

**Photo-Catalytic Reaction:** Utilisation of light to drive chemical reactions, offering an environmentally friendly approach and enabling the synthesis of complex molecules.

4

**Thin-Film Distillation:** Advanced techniques in thin-film distillation for the separation of high-boiling and heat-sensitive substances, ensuring product purity and quality.

5

**High Fraction Distillation:** Mastery in high fraction distillation processes, allowing for the precise separation of complex mixtures into their individual components.

6

# Tailored Solutions Through Mastered Chemistry and Technology



Over the years, we have honed our chemistry skills and mastered complex reactions and their requisite technological capabilities. Leveraging this expertise, we have delivered bespoke solutions to our clients across the globe, catering to a wide range of industries. By mastering these chemistry skills and complex technological processes, we have positioned ourselves as a skill-based company capable of creating a diverse array of products tailored to our customers' specific needs.

## Products by chemistry

Chloro-Alkyl Amines HCl Salts

Cyclopropane Derivatives

Cyclobutane Derivatives

Carboxylic Acids & Acid Chlorides

Aliphatic Chlorides & Bromides

Aliphatic Alcohols & Acetates

Furfural Derivatives

Aromatic Esters & Acetates

## Industries Catered

Human and Veterinary Health

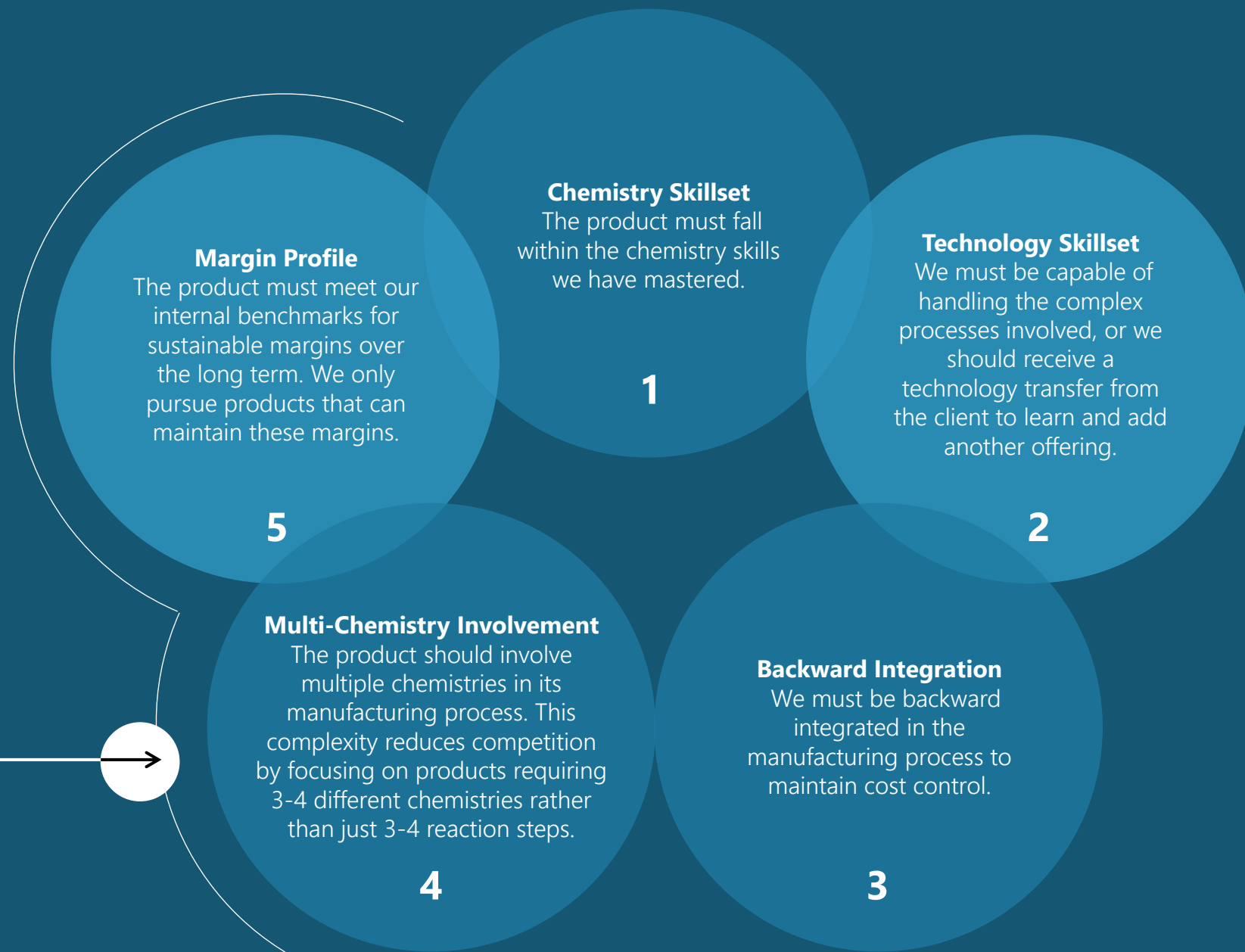
Agrochemical Industry

Polymer Industry

Electronics Industry

# Strategic Product Selection Criteria

Our product selection philosophy ensures that we only engage in manufacturing products that align with our core strengths and strategic goals. Each product must meet the following criterias



# Our Evolving Business Model

## Pharmaceutical Intermediates

### Inception

Since Company's inception in 2004

### Focus

Intermediates for Off-patent and generic drugs requiring control over complex chemistry

### Revenue Contribution

Previously >90%, now <60%

### Regulatory Requirements

Intermediates not requiring stringent regulatory approvals

### Customer Base

Established names, catering to marquee global customers

### Project Sizes

Multiple Products in small batch sizes manufactured on campaign basis in multi purpose plants

### Strategic Position

Manufacturing multiple products with prioritizing profitability

## Speciality and Fine Chemicals

### Inception

Entered in 2010

### Focus

Moving towards patented molecules and customer specific innovative molecules requiring strong technical know how

### Revenue Contribution

Expected to reach > 60% in coming years

### Regulatory Requirements

Leveraging our extensive experience working with top European pharmaceutical companies, we have developed robust infrastructure and documentation processes, providing us with strong systematic and regulatory expertise to rapidly scale up this vertical.

### Customer Base

At inflexion point, scaling up with global giants

### Project Sizes

Evolved from 20-50 tonnes/year to 80-100 tonnes/year, now receiving inquiries for > 500 tonnes per year

### Strategic Position

We have advanced from being the third to the second supplier for medium-sized projects for the client, further strengthening our position as the preferred custom synthesis partner of choice from India.

# Collaborating With Industry Leaders



# Ankleshwar Site Expansion Fuelling Our Growth Strategy

## Unit 1

### Production Blocks

- Currently 7 functional blocks
- Block 8 added in FY24
- Block 7: Designing completed
- On going CAPEX for Plant 7
- Commissioning of all new Pilot Plant: implementing Automation and Flow Chemistries in Q2FY26

### Strategic Focus

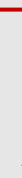
Continuing manufacture of:

- Pharmaceutical intermediates
- Complex and niche Specialty Chemicals
- Fine Chemicals
- Moving up the value chain in Fine Chemicals
- Targeting products fitting our selection criteria



## Unit 2

We also have a unit 2 at Ankleshwar which has 2 functional blocks.

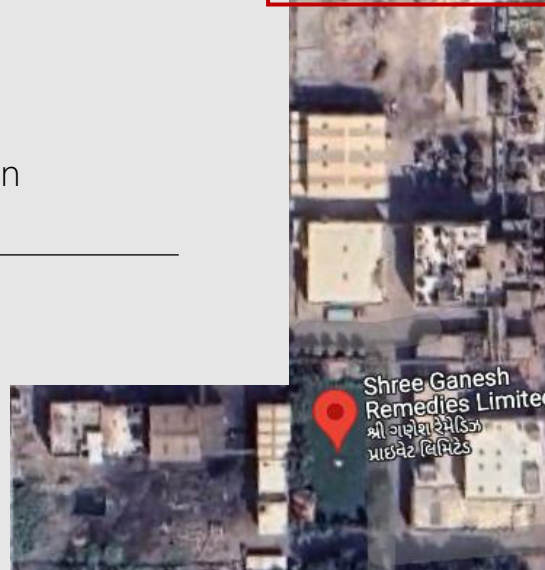


### Capability & R&D Expansion- Unit 1

- Completed CAPEX of Plant 8 in FY25
- Projected CAPEX for Plant 7 is estimated at ~₹15 Crores

## FY26 - ₹15 crores

CAPEX outlay for new expansion of new manufacturing block and bolstering R&D initiatives



# Infrastructure at Ankleshwar Site

3

## Autoclave Reactors

2000 Ltr  
\*3 autoclaves  
(up to 40 bar)

9

## Dryers

1000 to 2,500 Ltr  
\*Atmospheric &  
vacuum dryer

35

## Glass Lined Reactors

1000 to 25,000 Ltr  
\*2 cryogenic (-30 Deg C)

28

## Stainless Steel Reactors

1000 to 15,000 Ltr  
\*1 cryogenic (-40 Deg C)

8

## Distillation Setup

Upto 50 Stages  
\*High vacuum upto 1 mbar  
\*Short path distillation  
\*Thin-fill distillation

4

## Warehouse

Upto 500 Pallets

# Dahej Land Acquisition Setting the Stage for Large Scale Projects

## Site Development

- Initiated the construction of common infrastructure, utilities, and warehousing facilities

## Strategic Use

- Dahej site to host projects with large corporates for custom product requirements at large scale
- Capital-intensive plants with high automation

## Project Evaluation

- Multiple projects currently being evaluated and discussed with customers
- Due to signed NDAs, customer and product details cannot be disclosed at this time

## Expansion Plan

- Expansion at Dahej site to be carried out in a phased manner

## Land Expansion

Acquired 40,554 sq m land parcel at Dahej in 2022 for future expansion

**₹ 11 crores**

**Capital outlay for  
land acquisition**

# Driving Innovation Through Strategic R&D Investments



## R&D Lab Recognition

Recognised by DSIR (Department of Scientific and Industrial Research), Central Government

## R&D and Process Team Composition

# 40

Total Team Members

## Global Expansion

Exploring the setup of R&D facilities in foreign locations to further ramp up research initiatives

## R&D Head Profile

- Has 18 years of experience
- Has two patents to his name

# State-of-the-Art R&D Infrastructure

## Key Facilities

### Advanced Analytical Labs

Equipped with cutting-edge instruments for precise analysis

### Pilot Plants

For scale-up studies and process optimisation

### Dedicated Synthesis Labs

For novel compound development

### High-Performance Computing (HPC)

For molecular modelling and simulations

### Safety and Compliance Labs

Ensuring adherence to global standards

### Collaboration Spaces

For fostering innovation and teamwork



## Future Plans

Continued investment in infrastructure to support advanced research

Expansion of facilities to accommodate growing R&D needs

Adding a new R&D block for pilot trials and scale-ups to speed up development.

# State-of-the-Art Pilot Infrastructure

As a critical enabler of our growth strategy, our Pilot Plant stands at the forefront of innovation, bridging the gap between research and commercial production.

## Vital Role in R&D and Scale-Up

- Accelerates the transition of new molecules from laboratory research to commercial scale.
- Supports technology scale-up for both new and existing molecules, ensuring seamless integration into full-scale manufacturing.

## Expansion and Enhanced Infrastructure

- In response to the success of our existing Pilot Plant, we are commissioning a brand-new facility.
- The expanded Pilot Plant will feature advanced technologies and enhanced reaction capabilities, further strengthening SGRL's position as the preferred custom synthesis partner of choice from India.

## Commercial Manufacturing Capabilities

- Functions as a flexible commercial site for the production of complex chemistry molecules, catering to niche and high-value projects.
- Enables rapid response to evolving market demands and client requirements.

## State-of-the-Art Infrastructure

- Equipped with versatile reactors and process equipment to handle a wide spectrum of chemistries and scales.
- Designed for safety, efficiency, and compliance with international quality standards.



## Pilot Facilities

<b>12</b> Reactors with a Total capacity of 6900 Ltr	<b>08</b> Glass Lined Reactors From 600 to 1000 Ltr	<b>04</b> Stainless Steel Reactors From 600 to 1000 Ltr
<b>03</b> Filter Dryers (up to 250 Ltr) ANFD, RCVD & VTD	<b>02</b> Hydrogenation Reactors 2 Ltr & 25 Ltr, 100 bar	<b>04</b> Reactors with a Total capacity of 6900 Ltr

# Accreditations that Speak to Our Comprehensive Standards



Indian GMP Certified  
Manufacturing Facility



**BUREAU  
VERITAS**  
ISO 9001 : 2015  
Quality Management System

ISO 9001:2015 Certified  
(Bureau Veritas)



**BUREAU  
VERITAS**  
ISO 14001 : 2015  
Environmental Management System

ISO 14001:2015 Certified  
(Bureau Veritas)



ISO 45001  
Occupational Health And Safety  
Management System

ISO 45001:2018  
Certified (CCPL)



DSIR Recognised  
In-house R&D Lab



Bronze Certified by  
EcoVadis



ISO 14064:3 Certified  
(Greenhouse Emission Control)



Halal  
Certified

# Driving Innovation and Growth



## Chandu Kothia

Founding Promoter,  
Managing Director

**Qualifications:** Master of Science & Chemistry

**Experience:** Visionary leader with multiple decades of experience in the chemical industry.

**Role:** Provides strategic direction and leadership to SGRL.



## Gunjan Kothia

Promoter,  
Whole Time Director

**Qualifications:** BE in Chemical Engineering (GTU), MSc in Fine Chemicals and Polymers from University of Leeds (UK)

**Experience:** Commercial portfolio management, growth strategy development, and technology development.

**Role:** Drives commercial and technological advancements within the company.



## Parth Kothia

Promoter,  
Whole Time Director, CFO

**Qualifications:** BTech in Chemical Engineering from Dharmsinh Desai University, Masters in Global Finance from Fordham University (NYC, USA)

**Experience:** Finance and corporate liaison, strategic financial implementations.

**Role:** Oversees financial strategy and corporate relations.

# Ensuring Health and Safety



## Technical Measures

Closed charging and discharging systems

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Closed sampling for safety

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Air locks to avoid cross-contamination



## Personal Protection Equipment

Working clothes with glasses and gloves

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Full protection suits

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Dust protection masks

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Protection masks with filters as per gases

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Forced air ventilation



## Organisational Measures

HAZOP compatible study on raw materials and finished products

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Regular training on safety measures

---

Monitoring hazardous parameters



## Health Check

Regular health check-ups

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Health insurance coverage for employees

# Protecting the Environment With Sustainable Practices

Conversion of flue gases to by-products for environmental protection

In-house wastewater treatment for recycling of water

High-temperature incinerator for toxic waste

Biological waste water treatment plant

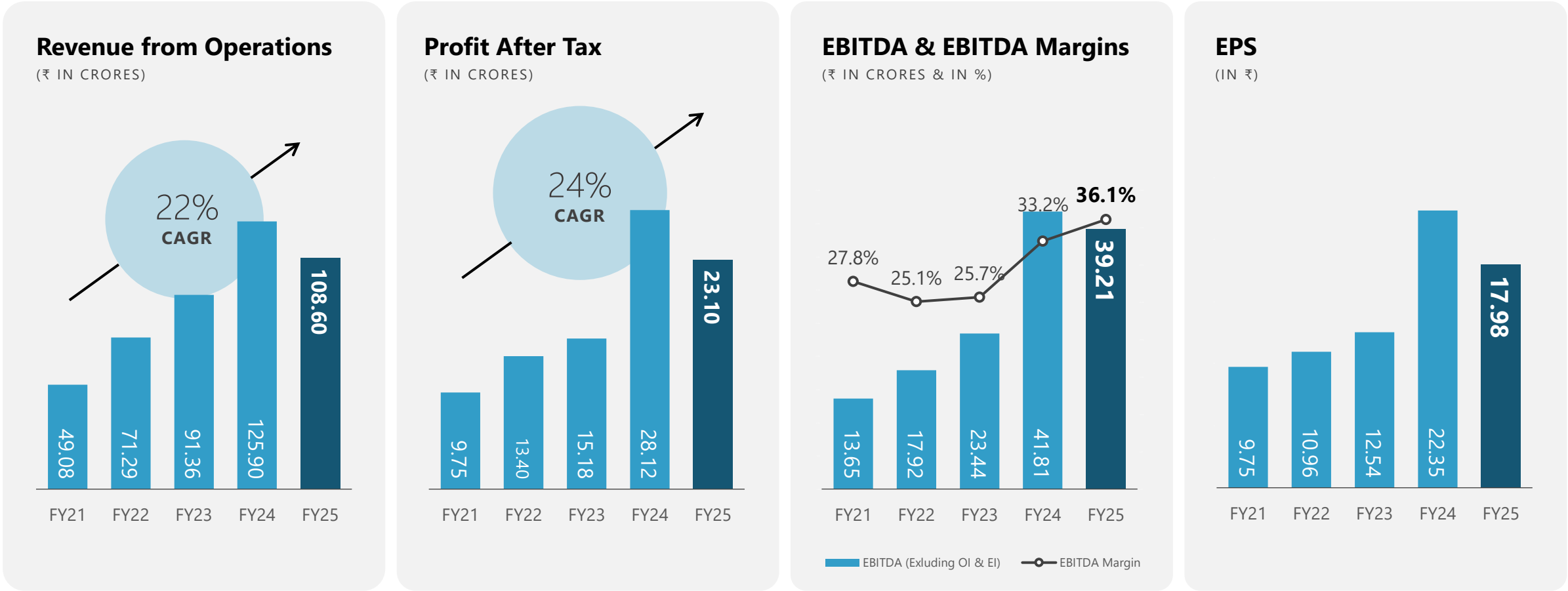
Implemented a 2.5 MW solar power park, expected to generate up to 70% of our electricity from renewable sources.

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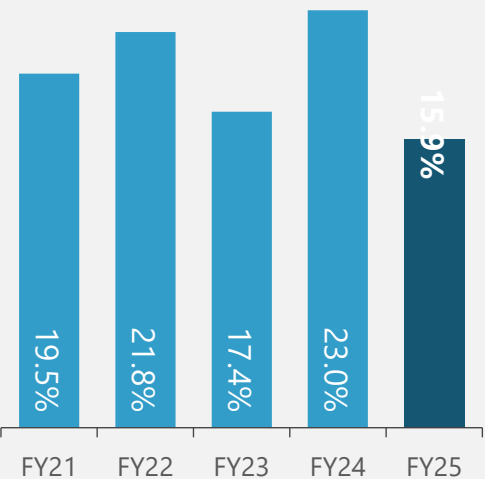
# 5 Year Summary



# Key Ratios

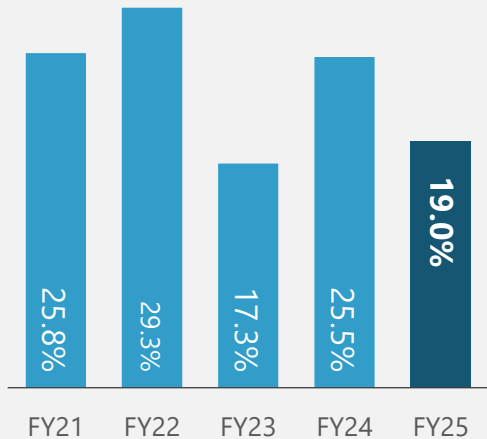
## ROE

(IN %)



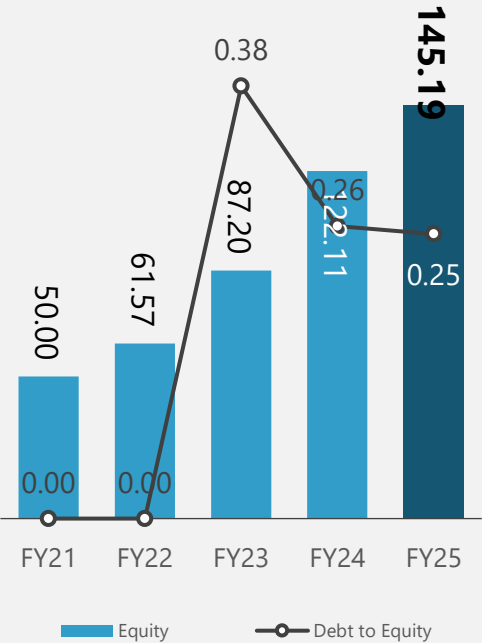
## ROCE

(IN %)



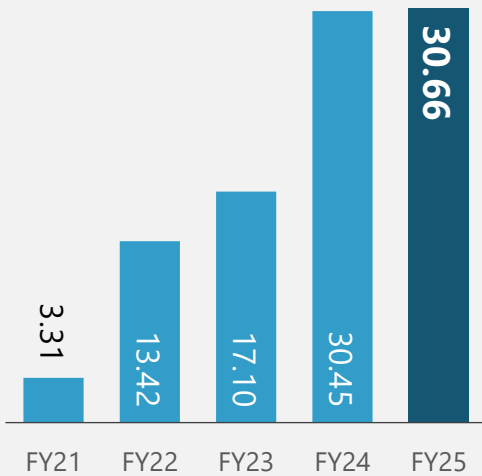
## Equity & Debt to Equity Ratio

(₹ IN CRORES & IN TIMES)



## Cash from Operating Activities

(₹ IN CRORES)



# P&L Summary

**CAGR**

(FY21-25)

**22%**

Revenue

**30%**

EBITDA

**24%**

PAT

PARTICULARS (₹ IN CRORES)	FY21	FY22	FY23	FY24	FY25
<b>Revenue from Operations</b>	<b>49.08</b>	<b>71.29</b>	<b>91.36</b>	<b>125.90</b>	<b>108.60</b>
Total Income	51.18	74.86	92.07	128.96	112.33
Operating Expenses	35.43	53.37	67.92	84.09	69.38
<b>EBITDA (Excluding OI &amp; EI)</b>	<b>13.65</b>	<b>17.92</b>	<b>23.44</b>	<b>41.81</b>	<b>39.21</b>
<b>EBITDA %</b>	<b>27.8%</b>	<b>25.1%</b>	<b>25.7%</b>	<b>33.2%</b>	<b>36.1%</b>
Finance Cost	0.07	0.15	0.18	0.60	2.08
Depreciation & Ammortization	2.73	3.34	3.74	6.11	9.57
PBT	12.95	18.01	20.24	38.17	31.30
<b>PAT</b>	<b>9.75</b>	<b>13.40</b>	<b>15.18</b>	<b>28.12</b>	<b>23.10</b>
EPS (₹)	9.75	10.96	12.54	22.35	17.98

# Balance Sheet Summary

PARTICULARS (₹ IN CRORES)	FY21	FY22	FY23	FY24	FY25
<b>Shareholders' Funds</b>	<b>50.00</b>	<b>61.57</b>	<b>87.20</b>	<b>122.11</b>	<b>145.19</b>
<b>Non-Current Liabilities</b>	<b>0.41</b>	<b>0.40</b>	<b>30.66</b>	<b>30.16</b>	<b>30.60</b>
Long Term Borrowings	0.00	0.00	30.44	29.12	29.48
<b>Current Liabilities</b>	<b>10.19</b>	<b>15.04</b>	<b>20.11</b>	<b>18.68</b>	<b>16.18</b>
Short Term Borrowings	0.17	0.00	2.58	7.19	8.76
Trade Payables	6.21	9.47	15.44	8.19	5.97
<b>Total Equity and Liabilities</b>	<b>60.60</b>	<b>77.02</b>	<b>137.97</b>	<b>170.94</b>	<b>191.98</b>
<b>Non-Current Assets</b>	<b>22.61</b>	<b>32.11</b>	<b>75.75</b>	<b>100.82</b>	<b>114.45</b>
Tangible Assets	18.24	26.72	20.92	42.91	57.97
CWIP	2.05	3.09	15.16	16.63	8.34
<b>Current Assets</b>	<b>37.99</b>	<b>44.91</b>	<b>61.20</b>	<b>70.13</b>	<b>77.53</b>
Inventories	12.71	13.64	18.18	24.99	22.02
Trade Receivables	13.33	18.38	28.11	20.33	22.27
Cash & Bank Balances	3.47	3.88	11.54	16.19	9.99
<b>Total Assets</b>	<b>60.60</b>	<b>77.02</b>	<b>137.97</b>	<b>170.94</b>	<b>191.98</b>

# Cash Flow Summary

PARTICULARS (₹ IN CRORES)	FY21	FY22	FY23	FY24	FY25
Cash from Operating Activities	3.31	13.42	17.10	30.45	30.66
Cash from Investing Activities	(0.94)	(11.91)	(51.09)	(33.09)	(35.66)
Cash from Financing Activities	(0.66)	(1.09)	38.66	9.85	(1.06)
Net Cash Flow	1.71	0.42	4.67	7.21	(6.05)
Cash at the Beginning of Year	1.75	3.47	3.88	8.66	15.86
Cash at the End of Year	3.47	3.88	8.66	15.86	9.73

# Investment Merits

Investment Case

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03

# Investment Case

## **Lean Balance Sheet:**

The company maintains a strong financial position with minimal debt, ensuring financial stability and flexibility for future growth.

## **Experienced Management at the Helm:**

Led by a seasoned management team with a proven track record, Shree Ganesh Remedies Limited benefits from strategic leadership and industry expertise.

## **Increasing Focus on Complex Molecules and Niche Specialty Chemicals:**

The company is strategically shifting towards complex and niche specialty chemicals, positioning itself in high growth market segments.

## **Available Land for Further Capacity Expansions:**

With ample land availability, Shree Ganesh Remedies Limited is well-equipped to scale operations and meet the growing demand.

## **Humongous Addressable Opportunity Size:**

The company is poised to tap into vast market opportunities, driven by increasing demand for niche customised chemical solutions.

# Quarterly Highlights

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# Management Commentary

In line with our previously communicated guidance, SGRL Limited's performance for Q1FY26 reflected a moderation in growth. This outcome was primarily driven by the repricing of contracts within our CRAMS business, combined with the continuing headwinds in the European market and intensifying competition in the domestic markets. The contract repricing also impacted our profitability, leading to a moderation in EBITDA margins, which now represent a more normalised and sustainable level compared to the elevated margins observed in the prior year.

Despite these near-term challenges, our conviction in the long-term prospects of our CRAMS vertical remains robust. We are actively engaged in

multiple new projects with both established and marquee clients, strengthening our pipeline for future growth. To expedite execution, we are establishing a new pilot facility, slated for completion within this quarter, which will enhance our ability to bring innovative solutions to market more rapidly. Additionally, with improved project visibility, we have accelerated the construction schedule for Block 7.

At our Dahej site, progress is proceeding as planned. Our focus in FY26 will remain on building the necessary infrastructure to support a significant scale-up, positioning SGRL for a leap forward in the coming years.



**Gunjan Kothia**

Promoter, Whole Time Director

# P&L Summary

YoY Change

**-0.45%**  
Revenue

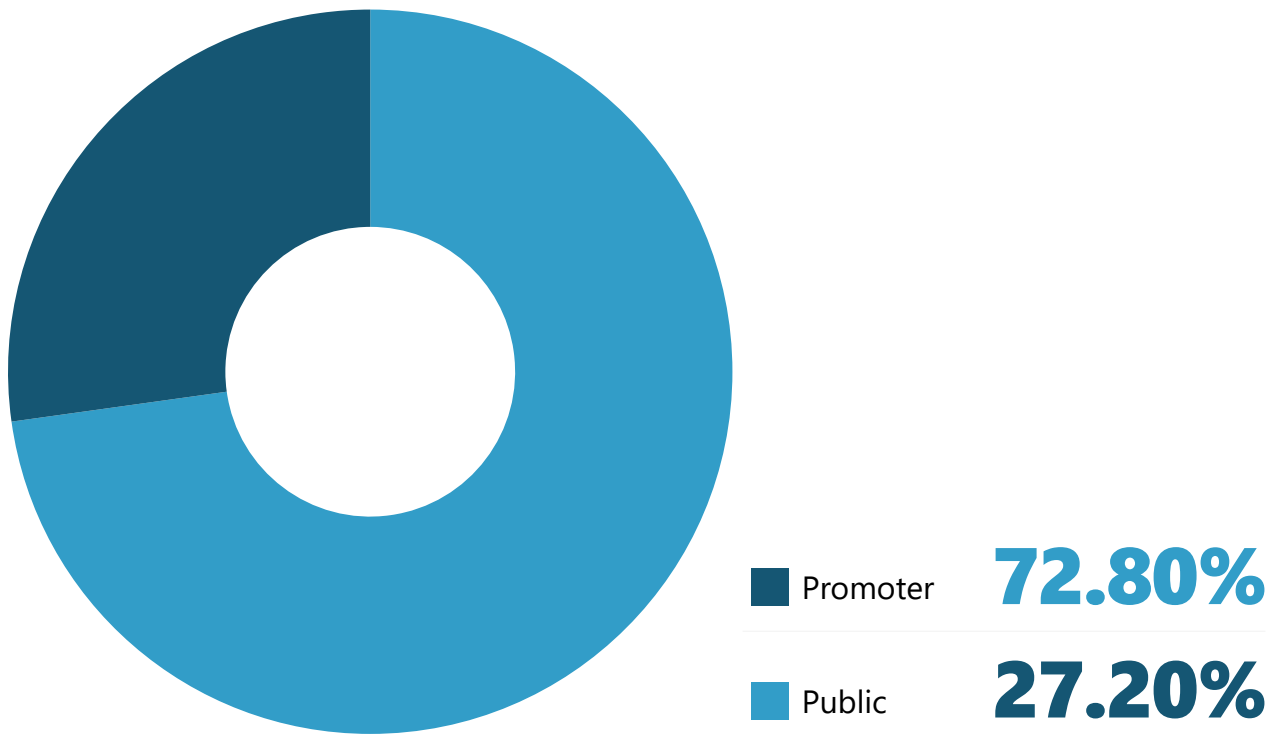
**-10.19%**  
EBITDA

**-26.09%**  
PAT

PARTICULARS (₹ IN CRORES)	Q1FY25	Q4FY25	Q1FY26	YoY Change	QoQ Change
Revenue from Operations	24.78	24.43	24.67	-0.45%	0.97%
Total Income	25.32	26.72	25.33	0.02%	-5.20%
Operating Expenses	16.66	14.55	17.37	4.30%	19.36%
EBITDA (Excluding OI & EI)	8.12	9.88	7.30	-10.19%	-26.13%
EBITDA %	32.8%	40.4%	29.6%	-321 bps	-1085 bps
Finance Cost	0.32	0.97	0.94	195.07%	-2.62%
Depreciation & Ammortization	2.02	2.42	2.42	19.91%	-0.18%
PBT	6.33	8.77	4.60	-27.38%	-47.60%
PAT	4.66	6.60	3.44	-26.09%	-47.86%
EPS (₹)	3.62	5.13	2.68	-25.97%	-47.76%

# Market Statistics

## Shareholding Pattern



Shareholding Data as on 30<sup>th</sup> June 2025

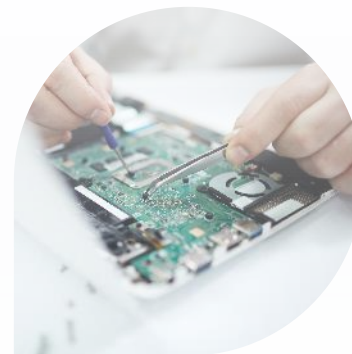
CURRENT MARKET PRICE	₹ 575.85
52 WEEK HIGH/LOW	₹ 950.00 / 560.00
MARKET CAPITALIZATION	₹ 739.10 Cr
SHARES OUTSTANDING	1.28 Cr
BSE SCRIP CODE	540737

Market Price Data as on 1<sup>st</sup> August 2025

# Contact Us

## Shree Ganesh Remedies Limited

Headquarters: Plot No. 6002,  
6003, 6011 & 6012,  
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