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28th July, 2025

BSE Limited	National Stock Exchange of India Limited
Phiroze Jeejeebhoy Towers,	Exchange Plaza, Bandra Kurla Complex
Dalal Street, Mumbai – 400 001	Mumbai – 400 050
Scrip Code - 543336	Scrip Symbol - CHEMPLASTS

#### **Subject: Investor Presentation**

Please find enclosed a copy of Investor Presentation on Performance Highlights Q1/ FY '26.

Copy of Investor Presentation will also be available on the website of the company at www.chemplastsanmar.com.

Date & Time of occurrence of information: 28th July, 2025; 8.25 PM (IST)

Thanking You, Yours faithfully,

For CHEMPLAST SANMAR LIMITED

M RAMAN Company Secretary and Compliance Officer Memb No. ACS 6248































# **Chemplast Sanmar Ltd.**

Investor Presentation – Q1 FY '26

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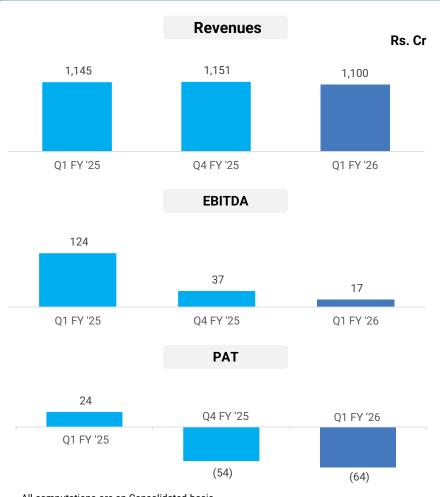


Performance Highlights



## Performance Highlights: Q1 FY '26





#### **Key Highlights**

#### **PVC (both Suspension and Paste)**

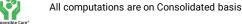
- The demand outlook for both PVC products remains robust. However, price volatility was observed due to anticipated policy actions on trade remedial measures.
- Imports of Paste PVC resin continue to come into India at significantly lowprice levels, resulting in depressed market prices. Anti-dumping investigation has been initiated, and it is expected that final duty imposition will happen by Q4 FY '26.
- The final finding by DGTR on Anti-dumping Duty on Suspension PVC is expected shortly

#### **Custom Manufactured Chemicals Division ('CMCD')**

- Dispatches in Q1 were on track, and the product pipeline continues to remain healthy
- Construction activities for MPB 3 Phase 3 and civil works for MPB 4 are progressing as planned, with completion expected by Q3 FY '26

#### Value-added Chemicals ('VAC')

- · Caustic Soda prices remained firm during the quarter
- Chloromethanes and Hydrogen Peroxide prices were stable



## MD's Message





"Against a backdrop of global uncertainties, including sluggish demand across major economies, the company reported sales of Rs. 1,100 crores in Q1FY '26 with EBITDA of Rs. 17 crores. The industry faced continued pricing pressure during the quarter due to persistent dumping of Paste PVC and Suspension PVC. While the Anti-dumping Duties ('ADD') on Paste PVC are already in place for countries like China, Korea, Malaysia, Norway, Taiwan and Thailand, India witnessed a shift in dumping with significant inflow of material from EU and Japan. DGTR has since initiated an ADD investigation on these countries and the process is ongoing. We are confident that there will be action on this in the near future.

Regarding the ADD on Suspension PVC, the Hon'ble Supreme Court, in May, stayed the Gujarat High Court's order dated 25 April 2025, which had excluded certain grades from the ambit of ADD. Consequently, the disclosure statement has been issued by the DGTR and the final findings are expected soon.

Despite the current softness, the medium to long-term outlook for both Paste PVC and Suspension PVC remains strong. On the Paste PVC side, the demand remained steady and encouraging signs are emerging from the automobile sector. With respect to Suspension PVC, pipe procurement activity is likely to pick up in the coming quarters, owing to a backlog of infrastructure projects.

On CMCD, the quarter's deliveries were on track and our product pipeline is healthy. As a part of our strategy to enhance long-term growth, we are focused on broadening our customer base. There is positive momentum on this front, and we are well-positioned to seize the long-term opportunities in this space.

We believe that we are nearing the end of a long winter in PVC. While the last few quarters have indeed been very tough, we have used this period effectively to build capacity in our speciality businesses which would act as a springboard for future growth."

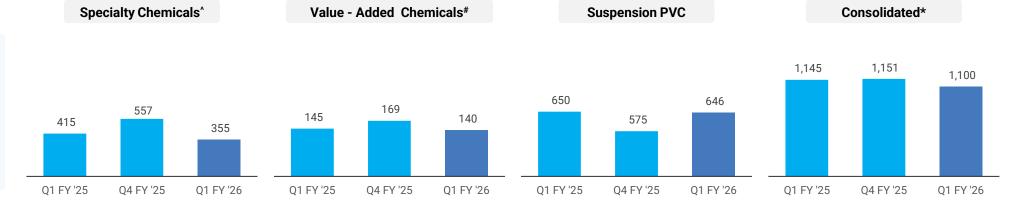


## **Segmental Highlights - Quarterly**



Rs. Cr







mt



<sup>\*</sup> Consolidated revenue excludes inter-company sales between CSL & CCVL



Sales Volume

<sup>^ -</sup> specialty chemicals comprises of Paste PVC, CMCD and R-22 inclusive of inter-company sales

<sup>#-</sup>VAC comprises of Caustic Soda, Chloromethanes & Hydrogen Peroxide

## **Consolidated Profit & Loss Account**



Rs. Cr

Particulars	Q1 FY '26	Q1 FY '25	Y-o-Y	Q4 FY '25	Q-o-Q
Revenue from Operations	1,100	1,145	-4%	1,151	-4%
Cost of Goods Sold	733	685		761	
Employee Cost	65	58		68	
Other Expenses	285	278		285	
EBITDA	17	124	-86%	37	-54%
EBITDA Margin %	2%	11%		3%	
Other income	9	12		14	
Depreciation	53	45		62	
EBIT	(27)	91		(11)	
Finance Cost	59	59		62	
Profit Before Tax	(86)	32		(73)	
Tax	(22)	8		(19)	
PAT	(64)	24	n.a.	(54)	n.a.



n.a. - not applicable

## **Standalone Profit & Loss Account**



Rs. Cr

Particulars	Q1 FY '26	Q1 FY '25	Y-o-Y	Q4 FY '25	Q-o-Q
Revenue from Operations	495	560	-12%	726	-32%
Cost of Goods Sold	214	264		417	
Employee Cost	41	40		53	
Other Expenses	218	212		228	
EBITDA	22	45	-51%	28	-23%
EBITDA Margin %	4%	8%		4%	
Other income	5	4		8	
Depreciation	39	33		46	
EBIT	(12)	16		(10)	
Finance Cost	26	20		26	
Profit Before Tax	(38)	(4)		(36)	
Tax	(10)	(1)		(11)	
PAT	(28)	(3)	n.a.	(25)	n.a.



n.a. - not applicable



**Company Overview** 



## Chemplast Sanmar: Leading Chemical Manufacturer in India...



#1
manufacturer of
Specialty
Paste PVC
resin in India

Leading player in Custom Manufactured chemicals

manufacturer of S-PVC in South India & 2nd largest in India<sup>(1)</sup>

#1
manufacturer of
Hydrogen
Peroxide in
South India

#3
manufacturer of
Caustic Soda in
South India

One of the oldest manufacturers of Chloromethanes in India

4 Manufacturing

sites with a high degree of backward integration (2)

Experienced management team with deep domain expertise

#### Marquee parentage



The Sanmar Group is amongst the oldest and most prominent corporate groups in South India

#### FAIRFAX INDIA

Fairfax, a well-known international investor, has been an investor since 2016 in the SHL Chemicals Group (3)

#### Consolidated FY '25

Rs. 4,346 Cr Revenue Rs. 219 Cr

#### Note

- 1. S-PVC Suspension PVC; Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited ('CCVL')
- 2. For significant portion of its operations
- 3. Through FIH Mauritius Investments Limited



## ... with a Diversified Product Portfolio



		Chemplast Sanmar					CCVL (2)
	Sp	Specialty Chemicals <sup>(1)</sup>			e-added Chemic	Suspension PVC	
	Specialty Paste PVC resin	Custom Manufacturing	Refrigerant Gases (HFOs)	Caustic Soda	<u>Hydrogen</u> <u>peroxide</u>	Chloromethanes	<u>ффф</u>
End-user industries	Footwear Auto and Furniture upholstery	Pharma Agrochemicals	Refrigerants	Paper Textile	Paper Textiles	Pharma	Irrigation  Irrigation  Irrigation  Irrigation
	Artificial leather products Mats	Fine Chemicals	AC	Organic and Inorganic Chemicals	Effluent Distreatment at infectants refineries	Agro- Chemicals	Real estate
Capacity (mtpa)	107,000	4,500 <sup>(3)</sup>	<b>1,700</b> (R-22)	119,000	34,000(4)	35,000	331,000
FY '25 Sales split	34%		14%		52%		
Q1FY'26 Sales split	32%		13%			55%	



- Specialty chemicals comprises of Paste PVC, CMCD and R-22
  Wholly-owned subsidiary of Chemplast Sanmar Ltd.
  Including capacity of the Phase 1 and Phase 2 expansions of the new Multi-purpose Block
  The Hydrogen Peroxide capacity is calculated at 50% concentration level, in line with industry standards. ('mtpa' stands for metric tons per annum)

## 1. Specialty Paste PVC

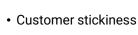


#### Part of Specialty chemical division of Chemplast Sanmar. Largest manufacturer of Specialty Paste PVC resin in India

- Manufactured at Mettur facility since 1968; 41 ktpa one-step process capacity added at Cuddalore in Q4-FY '24
- · Primary raw materials include EDC, Ethylene, Chlorine and VCM (for 41 ktpa Cuddalore facility)
- · In-house capacity to manufacture significant portion of EDC and all of VCM requirements for the backward integrated capacity of 66 ktpa. This provides flexibility in operations and reduces dependence on external suppliers.
- High repeat business customer stickiness

#### **Key growth drivers**

- · India is heavily import-dependent import substitution opportunity
- Enough headroom to grow no capacity expansions have been announced technology is a barrier
- Growing demand in end-user industry driven by low per capita consumption



CSL is the oldest player and one of only two companies in India having the requisite technology

> 60% of Paste PVC capacity is backward integrated

Leadership position in Indian market; With the 41 ktpa expansion, CSL has ~83% of domestic production capacity and ~66% market share with the downstream capacities configured to CSL's resin quality

Long-standing customer relationships

The Sanmar Advantage

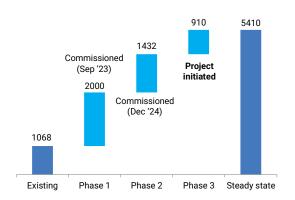
### 2. Custom Manufactured Chemicals



Part of specialty chemicals division of Chemplast Sanmar; growing rapidly on the back of 15 years of long-standing client relationships

- · Quality manufacturing at Berigai facility in a safe and sustainable manner
- Custom manufactures starting materials, advanced intermediates and active ingredients for global innovator companies – 'One Product to One Customer' strategy
- Wide range of chemistry capabilities such as cyanation, hydrogenation, liquid purification etc.
- In-house process research, process engineering and large-scale manufacturing capabilities, making it a one-stop shop manufacturing of newly discovered molecules

#### Capacity (in mt)



#### **Key growth drivers**

- India's share in the global outsourced Agro CMC market increasing at a faster pace of 10%-12%
- Increasing EU regulatory constraints
- 'China +1' strategy India to be a focus region as companies move away from China for custom manufacturing
- Higher penetration of API manufacturing in India

Renowned for our **Sustainability**, **Environmental and Safety stewardship** 

Professional management with **high standards of ethics and integrity** 

Proven track record of execution, with a long history of partnerships with **global originator and innovator companies** 

Extremely careful with the intellectual property of our customers

Ability to handle complex chemistries and complex chemicals due to our process technology, process improvement and product development capabilities. World-class research and development capability combined with a broad range of chemical technologies at production scale

#### Highly qualified engineers and chemists

Sanmar Advantage

The

Benefit and advantage of having facilities with land available for future expansion

Proactive investment in 'best in class' hardware - production blocks, lab and pilot capabilities, process safety labs



## 3. Expanding Horizon in Fluorine Chemistry and Refrigerant Science

- logical extension from R22



**Greenfield Expansion of** 

**R32** 

#### **Rationale**

Expertise in R22	Fluorination Chemistry	Growing market
Commenced Refrigerant Gas operations in October 1988 at Mettur, Tamil Nadu, manufactures hydrochlorofluorocarbons (HCFCs / R22) – capacity of 1,700 mtpa	One of the earliest producers of Refringent gases and Chloromethanes in India.	India's demand for Room Air Conditioning is growing strongly
Company manufactures and markets HCFCs under the brand name <b>Mettron</b> .	Chloroform from Mettur plant is used as input for R-22 production.	Attractive project economics

#### **Benefits of R32**

Smaller Impact on Environment	High Energy Efficiency	Low Flammability
R-32 has zero ODP (Ozone Depletion Potential)  Low GWP (Global Warming Potential), i.e., 675, lower than the GWP of currently used R-410A or R-22.	Lower peak power use helps ease grid load during high-demand periods	R-32 (Class 2L) has a low burning velocity, minimizing flame spread and reducing fire hazards.  Risk assessments confirm R-32's safe use in equipment with minimal fire risk.

#### **End User Market**

- · Residential Air Conditioning
- · Commercial Air Conditioning

- Industrial Refrigeration & Cold-chain
- Refrigerated trucks and trailers



## 4. Caustic Soda | Hydrogen Peroxide | Chloromethanes



# Part of Value-added chemicals division of Chemplast Sanmar; these complete the integration story of the company

Caustic soda

Generated as a joint product in the process of manufacture of chlorine

• Sold at 48-50% concentration to customers

Hydrogen Peroxide

- Part of downstream integration as a value-added product
- Plant is designed for a capacity of 34,000 tons per year of 50 percent concentration. Production process adopted is environmentfriendly

Chloromethanes

- Refers to a group of products namely, Methyl Chloride, Methylene Dichloride, Chloroform and Carbon Tetra Chloride
- Part of downstream integration as a value-added product

**Capacity** 

119,000 mtpa

Capacity

Sanmar Advantage

The

34,000 mtpa

**Capacity** 

35,000 mtpa Fully integrated operations resulting in sufficient control over feedstock

Entire chlorine consumed in-house; no disposal issues

**Diversified product portfolio and customer base** 



## 5. Suspension PVC



# Largest manufacturer of S-PVC<sup>(1)</sup> in South India and second largest in India

- Manufactured at Cuddalore facility since 2009; 331 ktpa capacity
- This facility has a captive import terminal facilitating VCM imports for PVC production
- One-step non-integrated manufacturing process

#### **Key growth drivers**

- Significant gap between demand and supply: Despite new capacity addition announcements, India will continue to be a huge deficit market
- Import substitution opportunity: More than 60% of Indian demand served through imports
- Growing demand in end-user industry driven by low per capita consumption

Strong customer relationships with a diversified dealer/customer network

Leadership position in South India

Shore-based facility for seamless and safe import of feedstock

Asset-light model with sufficient infrastructure for future expansions



1. Through its wholly owned subsidiary, Chemplast Cuddalore Vinyls Limited ('CCVL')



**Key Strengths** 



## **Key Strengths**





- Over five decades track record
- State-of-the-art manufacturing units at strategic locations
- Significant expansion projects Speciality chemicals
- Steady growth industry
- Strong focus on sustainability
- Committed leadership team with eminent board



## 1. Over five decades track record





Chemicals and Plastics India Limited was established.

#### 1967

The Mettur facility commenced production of PVC resin.

#### 1997

PVC resin manufacturing capacity expanded to 60,000 MTPA.

#### 2003

The Company acquired the Karaikal Caustic Soda facility from Kothari Petrochemicals.

#### 2007

A Marine Terminal and an EDC Plant were inaugurated at Karaikal.

#### 2009

The greenfield Suspension PVC facility was established at Cuddalore.

#### 2024

The new Paste PVC facility at Cuddalore, with a capacity of 41,000 MTPA, was commissioned.

Phase 2 of the new multi-purpose block in the Custom Manufacturing Chemicals Division was commissioned.

#### 2023

Phase 1 of the new multi-purpose block in the Custom Manufacturing Chemicals Division was inaugurated.

#### 2022

Suspension PVC facility capacity grew to 3,31,000 MTPA through strategic debottlenecking.

#### 2021

Movement of CCVL as a wholly owned subsidiary of the Company, with its listing on Indian Stock Exchanges post IPO.

#### 2019

The Company inaugurated the Hydrogen Peroxide plant at Mettur; demerged Suspension PVC operations at Cuddalore; and merged Sanmar Speciality Chemicals Limited with the Company.

#### 2013

Capacity expansion of the Speciality Paste PVC facility at Mettur to 66,000 MTPA and the Suspension PVC facility at Cuddalore to 3,00,000 MTPA.



## 2. State-of-the-art Manufacturing Units...



#### 01 Mettur, Tamil Nadu

- Paste PVC 66 ktpa
- Hydrogen Peroxide 34 ktpa
- Chloromethanes 35 ktpa
- Refrigerant gas 1.7 ktpa

- The site consist of 4 plants with high degree of integration
- · Zero liquid discharge facility
- · Sourcing of power from a captive power plant of 48.5 MW
- · Access to salt fields at Vedaranyam, a key raw material



#### 02 Berigai, Tamil Nadu

· Custom manufacturing - 4,500 mtpa

- · Fully equipped, Multi-purpose facility
- Fully automated with distributed control systems and modern technologies
- Capability to support development work in various chemistries at the laboratory scale and pilot scale



#### 03 Karaikal, Puducherry

• EDC - 84 ktpa (Captive purpose)

- · Zero liquid discharge plant | Desalination plant
- · Captive terminal for import of feedstock and sale of product
- · Two captive power plants of 8.5 MW and 3.5 MW
- Double walled insulated cryogenic Ethylene storage tank with 4 kt capacity
- Access to salt fields at Vedaranyam, a key raw material



#### 04 Cuddalore, Tamil Nadu

- Suspension PVC 331 ktpa
- Paste PVC 41 ktpa

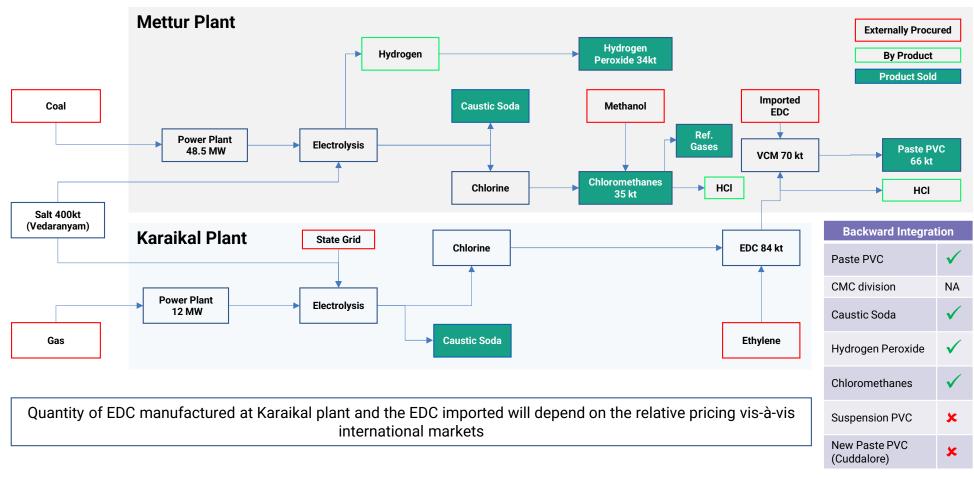
- Zero liquid discharge plant
- Desalination plant
- · Captive terminal for import of feedstock
- Two refrigerated VCM storage tanks with a capacity of 7,500 mt each





## ... with a High Degree of Backward Integration

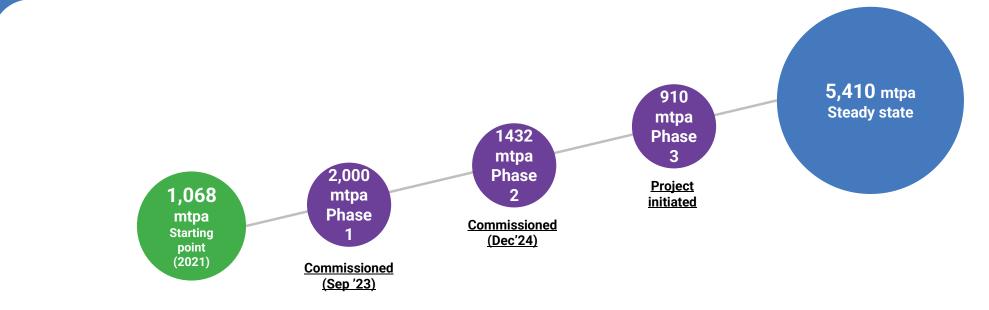






## 3. Significant expansion projects - Speciality chemicals





#### Custom Manufacturing

USD 2 Billion Addressable market size\*

- Commissioned Phase 1 of new multi-purpose production block ('MPB') in Sep '23
- Commissioned Phase 2 of multi-purpose block ('MPB') in Dec'24
- Project activities for Phase 3 of new MPB and civil & infrastructure work for the next MPB has been initiated.
- Facility being enhanced at Berigai will leverage on the existing infrastructure available at the location



## 4. Steady Growth Industry...



**Products** 

Key Highlights

End user

Market Size\*

Addressable

Chemplast Sanmar Position

#### **Specialty Paste PVC**

- India heavily import dependent
- Enough headroom to grow no capacity expansions announced – technology is a barrier
- · Customer 'stickiness'
- Predominantly leather cloth followed by mats, gloves etc.
- Leather cloth caters to footwear, auto upholstery and other upholstery segments

178 kt

#### **Suspension PVC**

- India heavily import dependent
- · Demand growing at a fair clip
- New capacities announced are not enough to meet growing demand

 India set to outpace global Agro-CMC market - Als and advanced intermediates

**Custom Manufactured Chemicals** 

- 'China + 1' play
- High margin business
- Predominantly for pipes used for water conveyancing, construction etc.
- Other segments like window profiles, furniture are fast growing

Agri and Pharma innovators

4.3 million mt

 Market leader in India – first to seed the product in India – Leadership position strengthened further post the 41 ktpa capacity addition in FY '24

- 2<sup>nd</sup> largest in India and largest player in South India
- Dominant presence in South and East markets
- Feedstock tie-up key to expansion

- Top priority for capital allocation will drive growth for CSL going forward

~ USD 2 billion

- Additional capex of ~ Rs. 160 crore will further enhance the capacity of the new multi-purpose production block
- CSL's track record in customer relationships helping in winning new orders

## ... with CSL's unique position to capitalize on it





## Technology not available on License

Paste PVC manufacturing technology is closely guarded and is not readily available on license

#### Long term relationships

With feedstock suppliers & customers

#### **Complex Chemistry**

Well-renowned in the industry for our chemistry strengths & ability to handle complex chemicals

#### Leverage Existing Infra

01

03

05

06

Owns vacant industrial land and other infrastructure for future leg of expansion

#### **High Safety & Quality Standards**

High standards of Environmental, Health and Safety compliance, extended customer validation and approvals process, ongoing process innovation and optimization, high-quality standards and stringent specifications

#### **Ability to Handle Feedstock**

Significant expertise is available
within the Chemplast ecosystem
in processing and handling
complex chemicals such as
Chlorine, Ethylene dichloride,
Fluorine, Peroxides, Chlorosilanes
and Sodium Cyanide



## 5. Strong Focus on Sustainability...



## **Environment Friendly Practices**

- Zero liquid discharge policy
- Desalination plants at coastal facilities - avoid usage of groundwater
- Rain water harvesting & ground water recharging capacities at Mettur facility

#### **Health & Safety Measures**

- Transport safety Installation of speed control & safety systems in trucks
- · Process safety PSM, BBS
- Personnel safety PPE

- Harmonious relationship with neighboring communities
- Receive enquiries from potential customers focused on sustainability
- Reduce power and water cost

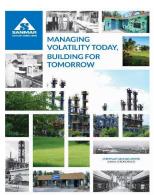
#### Pioneers in Zero Liquid Discharge

- Installed Zero Liquid Discharge (ZLD) facilities at its Mettur plant at an investment of Rs. 27 crore
- In Cuddalore and Karaikal, ZLD has been the norm right since the inception of the units
- In Sep '09, Chemplast became the first chemical manufacturer to achieve 100% ZLD in all its plants

#### Annual sustainability reports published for over a decade









## ... with various awards & recognitions







One of the two
winners
of the 'Sustainability
Award for Carbon
Reduction'
presented by
Syngenta, a
global innovator and
a key customer of
the Custom
Manufactured
Chemicals
Division





## 6. Committed Leadership Team With Eminent Board





Vijay Sankar Chairman & Non Executive Director



Ramkumar Shankar Managing Director



**Dr. Krishna Kumar Rangachari**Managing Director Custom Manufactured
Chemicals Division



N Muralidharan Chief Financial Officer



Aditya Jain Independent Director



**Dr. Lakshmi Vijayakumar** *Independent Director* 



M Shanmugananth Deputy Managing Director



**Mukund Iyer** Deputy Managing Director



**Prasad Menon** Independent Director



**Sanjay Bhandarkar** *Independent Director* 



M Raman Company Secretary & Compliance Officer



M N Bhaskaran Executive Director – Head of Operations



**Vikram Hosangady** Independent Director



**Sumit Maheshwari** Non-Executive & Non-Independent Director

**Distinguished Board of Directors** 

**Experienced Management Team** 





# **Historical Financials**



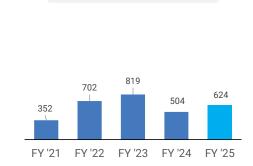
## Historical Segmental Highlights



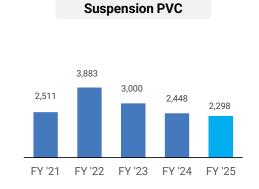
Rs. Cr

Revenue Break-up

# Speciality Chemicals\* 1,310 1,378 1,152 FY '21 FY '22 FY '23 FY '24 FY '25



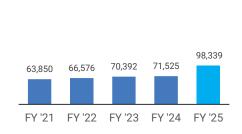
Value-added Chemicals#





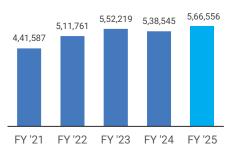
mt

Sales Volume









<sup>&</sup>quot;mt "stands for metric tons

<sup>^ -</sup> specialty chemicals comprises of Paste PVC, CMCD and R-22 inclusive of inter-company sales

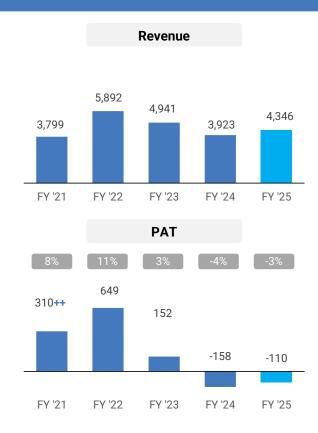
<sup>#-</sup>VAC comprises of Caustic Soda, Chloromethanes & Hydrogen Peroxide

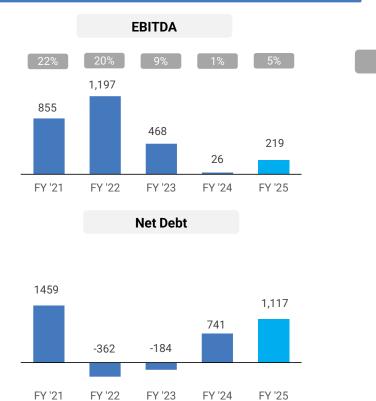
<sup>\*-</sup> Consolidated revenue excludes inter-company sales between CSL & CCVL

## **Performance Trend**



Rs. Cr



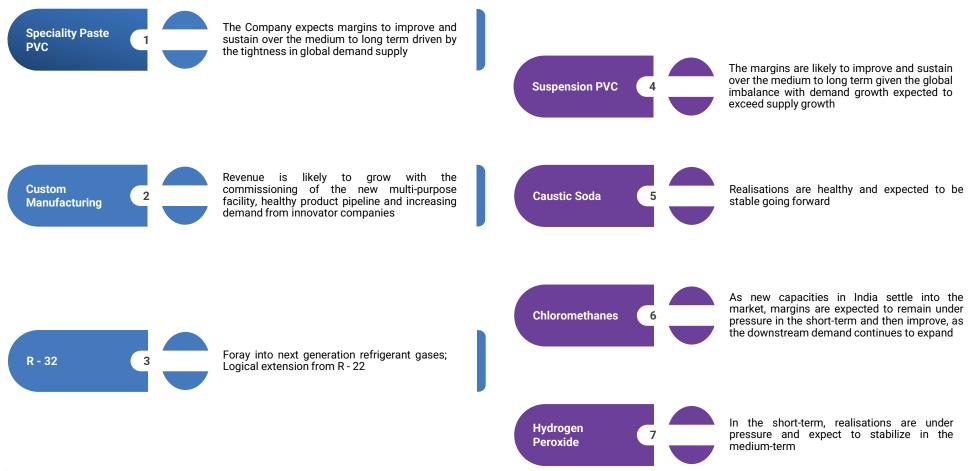


All computations are on consolidated basis Historical numbers are restated post CCVL acquisition in FY '21 ++ Excludes post tax impact of gains/ (loss) from JV & Associates: Rs. 100 Cr gain in FY '21; These investments have been delinked in FY '21.



## **Way forward**









## **Thank You!**

#### Company



#### **Chemplast Sanmar Ltd.**

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#### **Investor relations advisor**

## $sga^{rac{Strategic\ Growth\ Advisors}{}}$

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