

GULSHAN POLYOLS LIMITED

Expanding Potential





Safe harbour



From the desk of the Chairman....

We are encouraged to witness revival in demand and consumption across markets. In sync with revival in demand, we increased production in a staggered manner across our production facilities. Gulshan has marked impeccable growth and achieved many admirable wins and milestones through the FY22 and continue to do so in Q1 FY23. Our primary focus in the years to come is was towards undertaking all necessary measures to maintain, excel and expand our business operations.

I am delighted to share with you that despite challenging cost headwinds prevailing in the sector that we operate in we continue to grow profitably. Revenue from operations in Q1 FY23 increased to INR 2701.83 MN from INR 2,385.55 MN in Q1 FY22 showing a healthy growth of 13.26%. The Company remains focused on executing its major capex with sound financial management. Further, Company is undertaking effective cost controls to maintain resilient and healthy cash flow

Moving towards government initiative on "Ethanol Blending Petroleum Program" on petrol blending with Ethanol up to 20% by 2025, we are very much enthusiastic about future outlook of Ethanol business and accelerated its expansion plan in both existing and new geographies, emphasizing growth potential in the Indian bio-ethanol space. Gulshan has great potential to grow and is constantly scouting for opportunities. We believe that Gulshan can become one of the major players in Ethanol segment in the coming 3 years.





VISION

Achieve, Expand, Innovate, Evolve



MISSION

To be a profitable, efficient and customer focused organization, recognized as a leading supplier of quality products and services.



Company Overview

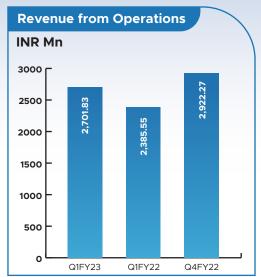
Limited Gulshan **Polvols** ("Gulshan") is a multi-location, multi-product manufacturing company with global presence in 35+ countries, across various continents. The company features three main business namelv. Grain segments **Processing, Ethanol production** and Mineral Processing. GULSHAN is amongst one of the leaders market sorbitol. manufacturing precipitated calcium carbonate (PCC) and wet ground calcium carbonate (WGCC). Company is planning to expand Ethanol footprints in production segment and has embarked on a significant capex plan for manufacturing ethanol using damaged food grains. By FY24 the Company plans to expand its ethanol capacity to 810 KLPD from current 60 KLPD.

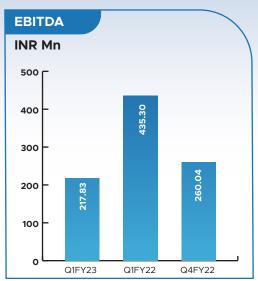
Gulshan's product portfolio comprises of starch sugars and native starches. calcium carbonate; agro based animal feed, alcohol business & on-site PCC plants. Gulshan is providing solution to diverse range of Industries & niche markets in core sector i.e., from toothpaste to alcohol, from sweeteners to paints, from paper to medicines, from plastics to personal care. Gulshan has an impressive clientele comprising of the nation's Top FMCG's, Leading paint manufactures and many reputed brands. Gulshan was recognized by Government of India as Star Export House Since year 2016, for consistent export of products to various parts of the world and holds record for introducing on-site PCC plant as per Limca Book of Records in 2010.

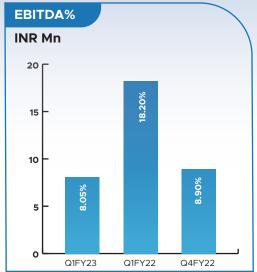


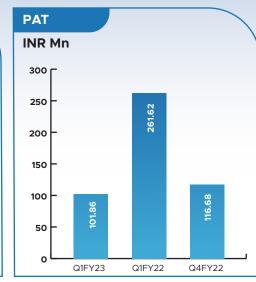


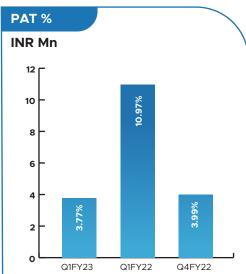
Quarterly Performance at a glance

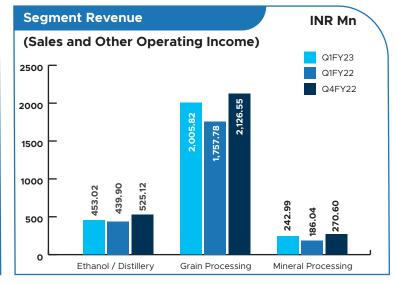


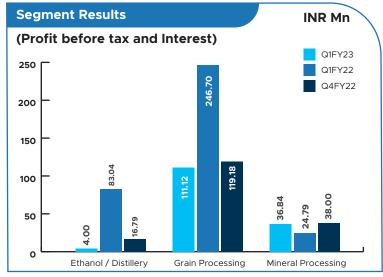








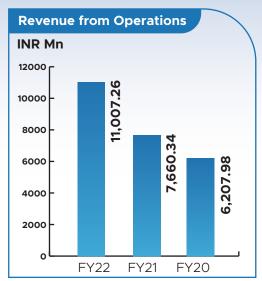


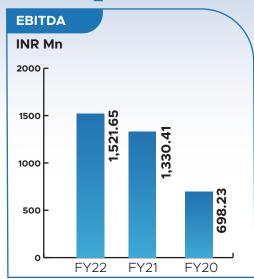


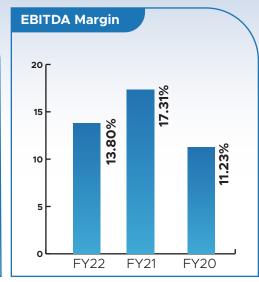
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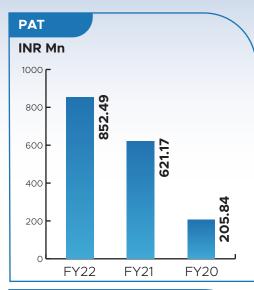


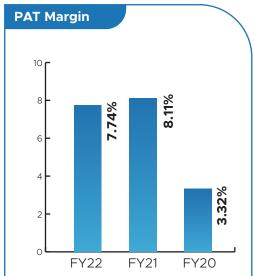
Financial Snapshot

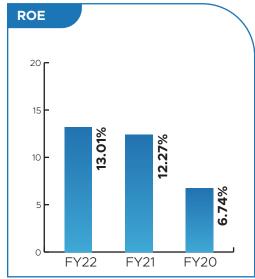


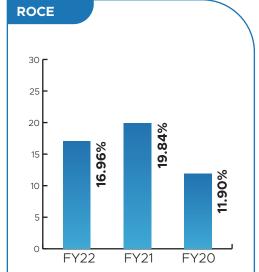


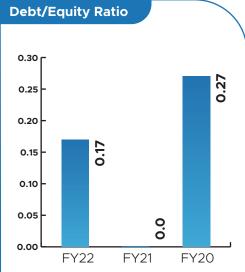












(minor differences due to rounding off)



Leadership pool



Dr. Chandra Kumar Jain Chairman & MD

Gulshan Polyols Ltd. is conceived and promoted by Dr. Chandra Kumar Jain, who is a sugar technologist and has been awarded a doctorate degree in Chemistry. He has been leading the company with a highly experienced team of professionals for 38 years.



Mrs. Arushi Jain Joint Managing Director

Mrs. Arushi Jain is MS in marketing from City University of New York, USA and Diploma in Banking Technologist from AIB, USA. She overviews operations and technology.



Mrs. Aditi Pasari Joint Managing Director

Mrs. Aditi Pasari is MBA from Cardiff University, UK. She is actively involved in the day to day Financial planning, Sales and Administrations and managing Investor Relations for the company.



Mr. Ashwani Kumar Vats CEO & Whole Time Director

Mr. Ashwani K Vats, graduate with PG Diploma in Marketing and Management, has vast experience in the calcium carbonate industry and has been associated with the company for over 3 decades.



Mr. Rajiv Gupta
Chief Financial Officer

Mr. Rajiv Gupta is a Chartered Accountant by profession with 30 years of rich & varied experience, looks after the Financial, Accounting and Taxation work of the company.



Our journey so far...

Incorporated as Gulshan Sugars and Chemicals Limited (GSCL). Increased capacity of Calcium Carbonate from 10,500 MT to 22,500 MT. Increased capacity of Calcium Carbonate from 22,500 MT to 32,000 MT.

Incorporation of Gulshan Polyols Limited by demerger of GSCL.

1981

1984

1989

1991

1994

1997

2000

2005

Increased capacity of Calcium Carbonate from **2,100 MT to 10,500 MT**.

IPO & Listing on BSE.

Set up Starch Sugar plant at Bharuch with capacity of 15,000 MT. Increased capacity of Sorbitol from 15,000 MT to 60,000 MT.



Contd...

FPO by GSCL. Set up PCC plant at Ponta Sahib.

Set up CC plant at Abu Road. Set up an Alcohol plant at Borgaon, Madhya Pradesh. Set up another Starch Sugar unit at Muzaffarnagar for Dextrose Monohydrate, Malto Dextrin, Liquid Glucose, Glucose Powder, using rice as raw material. Set up third On-site PCC plant for ITC Limited at Hooghly.

2007

2008

2009

2010

2012

2013

2014

2015

Merger of GSCL with Gulshan Polyols Limited. Set up First On-site plant at Sahibabad. Set up another On-site Plant at Patiala, Punjab. Listing on NSE
Set up two Onsite
Plants on turnkey
basis in
Bangladesh
Setup Onsite
Satellite PCC Plant
for Orient Paper
Mills – Birla Group,
Madhya Pradesh.



Contd...

Setup Native Starch Plant at Muzaffarnagar, Uttar Pradesh using corn as raw material. Set up onsite plant in Silverstone Muzaffarnagar, Uttar Pradesh. New plant setup for Ethanol production at Assam.

2016

2017

2018

2019

2021

2022

Started Fructose Plant in Muzaffarnagar, Uttar Pradesh Started ENA Production at Madhya Pradesh plant. Started Ethanol Production at Madhya Pradesh plant. Signed long-term offtake agreement with OMCs for supply of Ethanol for 10 years effective from January 15, 2022 under EBP Program.



Our geographical presence

Registered Office: Muzaffarnagar

Corporate Headquarters: Delhi

Marketing Office: Mumbai

MANUFACTURING UNITS

Grain Processing Units: Gujarat, Uttar Pradesh

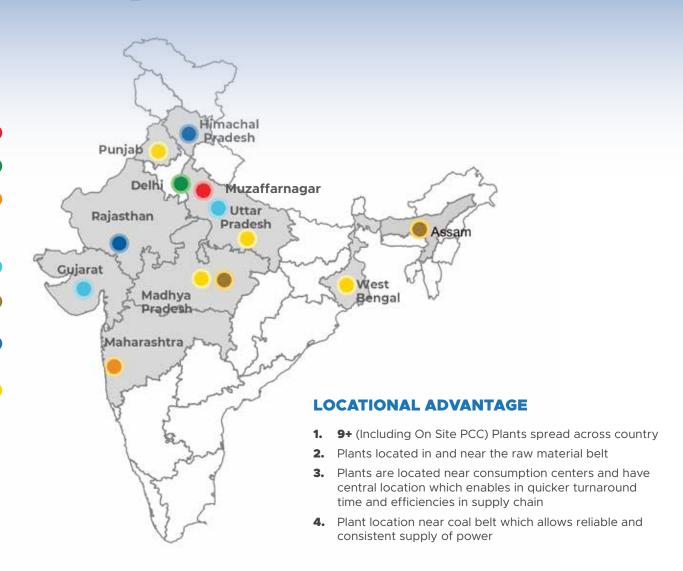
Ethanol Production Units: Madhya Pradesh, Assam

Mineral Processing Units: Uttar Pradesh,

Himachal Pradesh, Rajasthan

On-site PCC Plants: Punjab, West Bengal,

Uttar Pradesh, Madhya Pradesh





Exporting to 35+ countries scattered over 5 continents

Asia

Afghanistan Bangladesh Indonesia Iraa Iran Jordan Malaysia Myanmar Nepal Pakistan Saudi Arabia Sri Lanka Svria Thailand Turkey

UAE, Dubai

Vietnam

Africa

Abidian Cameroon Congo (DRC) Senegal Egypt Ghana Kenya Nigeria South Africa Sudan Tanzania Tunisia

North **America**

Canada Costa Rica El Salvador Guatemala Jamaica Nicaragua



Australia





Segmental overview





Financial performance across Business segment

(INR MN)

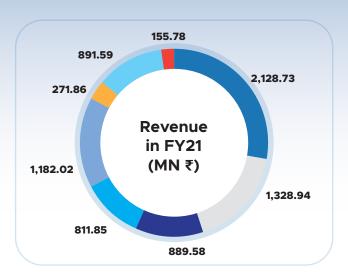
FISCAL	FY22		FY21			
Particulars	Grain Processing	Ethanol	Mineral Processing	Grain Processing	Ethanol	Mineral Processing
Revenue From operations	8,091.53	1,972.93	940.96	5,408.06	1,326.96	923.75
Segment profits	814.08	245.33	127.86	663.10	157.93	172.91
Segment margins	10.06%	12.43%	13.59%	12.26%	11.90%	18.72%

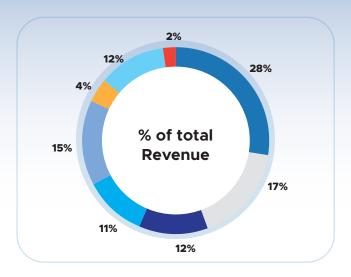
FISCAL	FY20		FY19			
Particulars	Grain Processing	Ethanol	Mineral Processing	Grain Processing	Ethanol	Mineral Processing
Revenue From operations	4,843.06	50.45	1,314.47	5,214.90	319.14	1,204.82
Segment profits	109.18	-47.32	329.13	411.39	-175.05	170.61
Segment margins	2.25%	-93.80%	25.04%	7.89%	-54.85%	14.16%

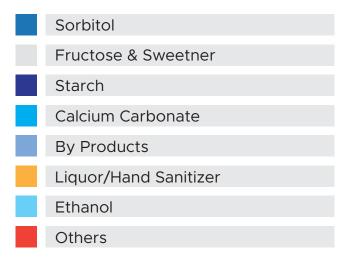
^{*}Segment profit figures are before finance costs and taxation.

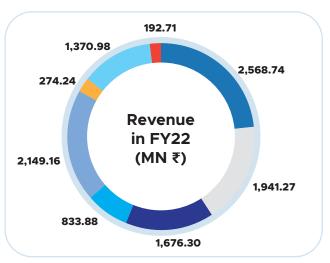


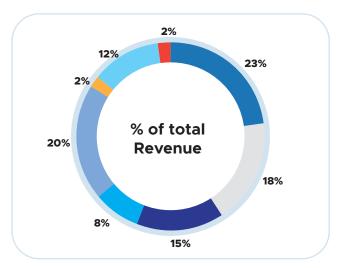
Revenue contribution by key products







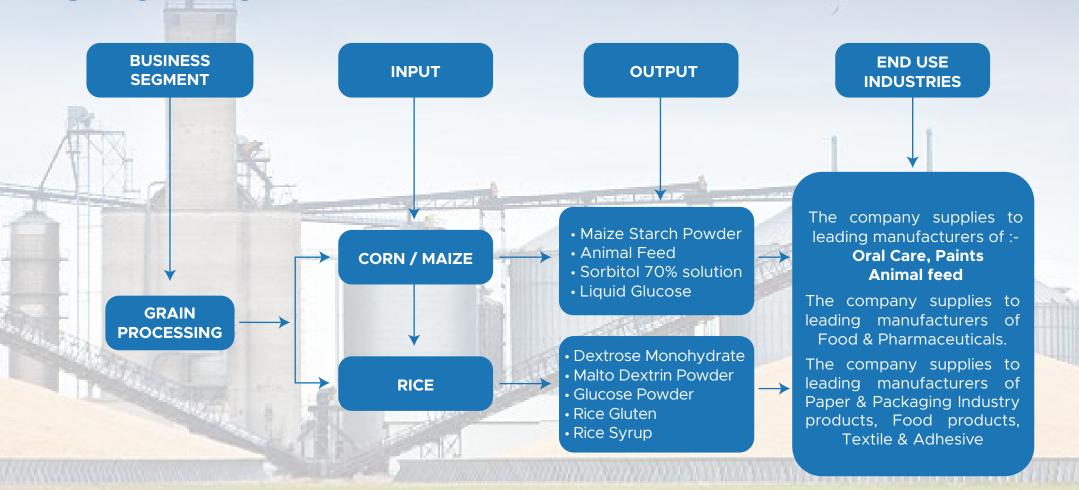








Grain processing Overview





Capacity utilization trend

	FY20	FY21	FY22	Q1FY23
Sorbitol (Bharuch)				
Installed Capacity (MT)	72,000	72,000	72,000	18,000
Capacity utilization (MT)	54,000	56,378	64,214	16,248
Capacity utilization (%)	75%	78%	89%	90%
Starch (Muzaffarnagar)				
Installed Capacity (MT)	73,800	73,800	73,800	18,450
Capacity utilization (MT)	36,887	38,179	60,216	12,872
Capacity utilization (%)	50%	52%	82%	70%
Sugar (Muzaffarnagar)				
Installed Capacity (MT)	36,000	36,000	36,000	9,000
Capacity utilization (MT)	17,285	30,392	42,212	8,062
Capacity utilization (%)	48%	84%	117%	90%



Highlights of the Grain Processing Segment

2 facilities with a combined capacity of 1,81,800 MTPA for producing starch sugars at Bharuch (Gujarat) and Muzaffarnagar (Uttar Pradesh)

One of the largest manufacturer of Sorbitol with capacity of 72,000 MTPA with leading market share

Facilities with strong quality checks, R&D Department and captive consumption power plant of 7.5 MW and 6.75 MW

One of the Largest exporter of Sorbitol in India with a presence in 35+countries across various continents.

Maize starch, the second major product after sorbitol, is used by the semi kraft paper industry for making corrugated boxes (demand supported by e-commerce boom)

The company's plant is situated in and around the **paper belt** in Muzaffarnagar which gives us **strategic locational** advantage.

Fructose syrup is another major product in this segment, which is serving the food and beverage industry is showing a very high growth rate.

Currently grain processing is the main revenue generator for the company with the contribution of **75%** (approx.) to the total revenue.





Ethanol segment overview



OUTPUT

Ethanol (bio-fuel) Country Liquor Grain-based ENA DDGS END USE INDUSTRIES

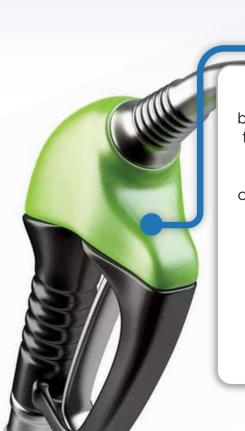
The company has agreements with OMCs, Reliance and Nyara Energy for EBPP, Liquor, Animal Feed

Capacity utilization trend

	FY20	FY21	FY22	Q1FY23
Ethanol/RS/ENA/CL (Borgaon)				
Installed Capacity (LTR)	1,80,00,000	1,80,00,000	1,80,00,000	45,00,000
Capacity utilization (LTR)	6,14,066	2,06,28,158	2,73,01,756	61,83,948
Capacity utilization (%)	3%	115%	152%	137%

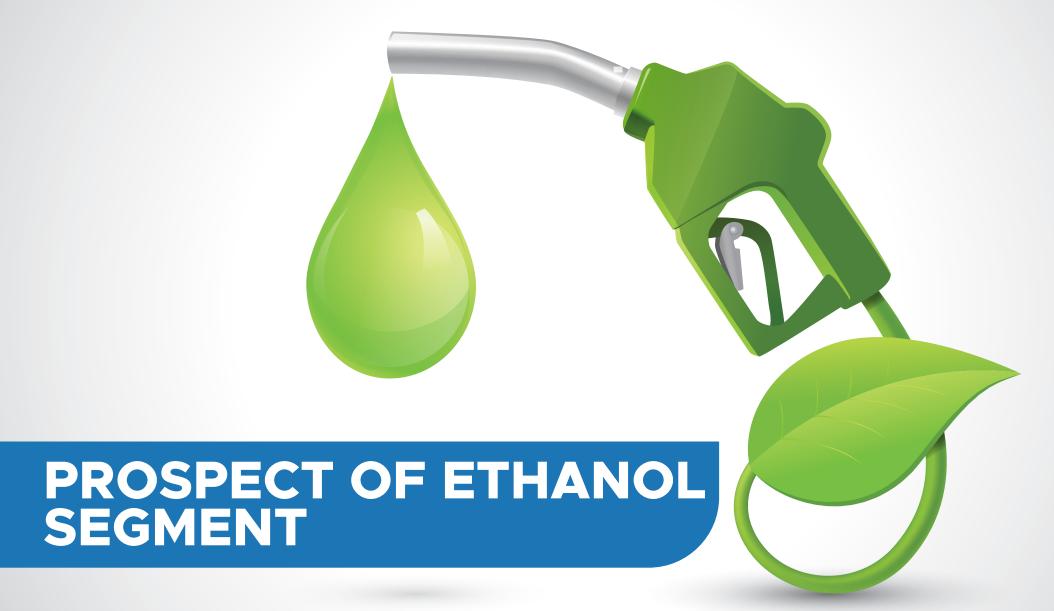


Key highlights of ethanol segment



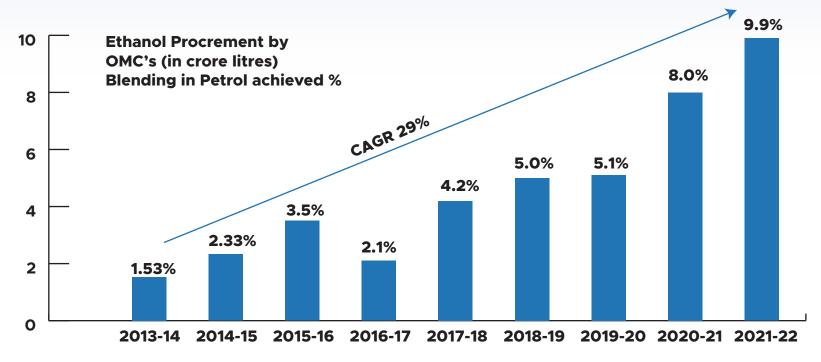
20% ethanol blending target from current ~ 9.5% gives immense opportunity for growth. One of the first and pioneer in producing ethanol from damaged grains. Current capcity of 60 KLPD and 750 KLPD in development. Facility backed by inhouse captive power plant of 2.2 MW. Have entered into 10 year long offtake agreement with OMCs for ~50% of capacity.







Current ethanol blending levels

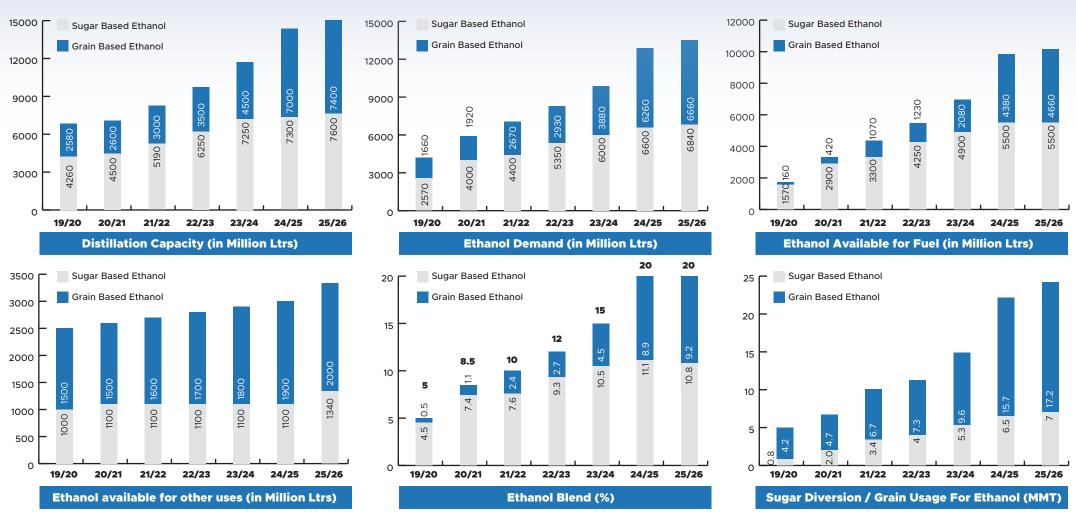


OMC have finalized tenders for **428.56 Cr. Litres** out of which **415.88 Cr. Litres** has been contracted out of which **186.2 Cr. Litres** has been delivered till 8th May 2022 resulting in Pan India Ethanol Blending of 9.9%.

Source: Report of the Expert Committee, NITI Aayog | Ministry of Petroleum and Natural Gas



The journey to 20% ethanol blending creates massive growth opportunity

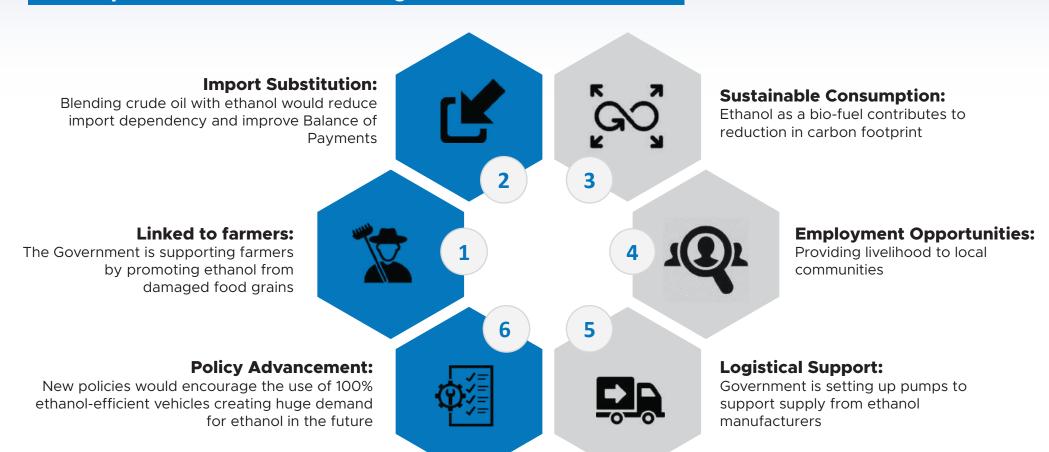


Source: Report of the Expert Committee, NITI Aayog | Ministry of Petroleum and Natural Gas



Multiple benefits to the government and society

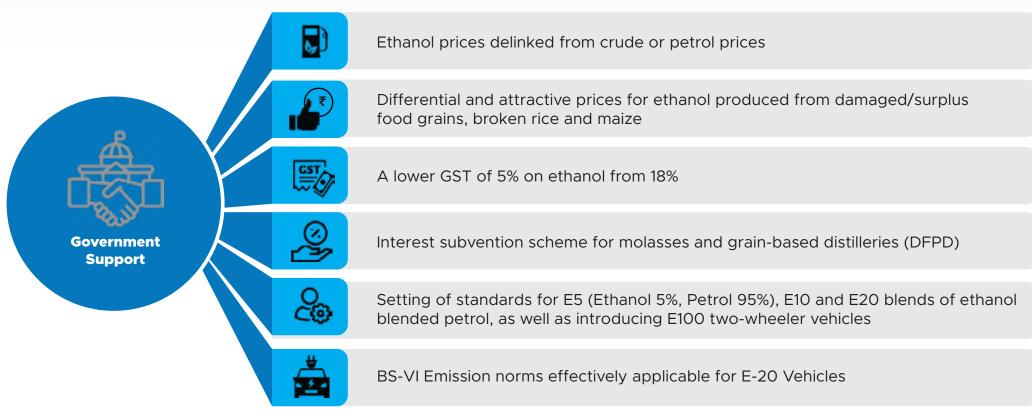
We are positive about the multifold growth of Ethanol in India





Very supportive governement policies favouring investment

Recent interventions by both the Central Government and the State Government reflect a gradual shift towards sustainable blending of ethanol which augurs well for the industry. Presently, 14 states allow unrestricted interstate movement of ethanol in India with more states undergoing positive policy changes.



Source: 'Roadmap for Ethanol Blending in India 2020-25'



Subsidies provided by state governments

MADHYA PRADESH					
Sr. No.	Kind of Concession	Concession sought by the Company (Rs.)			
1	Production LinkedFiscal Assistance @ 1.50 Per Litre for 7 Years	1,73,25,00,000			
2	One-time reimbursementon Stamp Duty and Registration Charges	44,04,000			
3	Electricity duty exemption on captive power plant for 5 years	31,41,00,000			
	Electricity duty exemption on grid for 5 years	20,94,000			
4	Zero Liquid Discharge	10,00,00,000			
5	Investment Promotion Assistance on Plant & Machinaery @ 40% of Plant & Machinery	86,00,00,000			
Total	-	3,01,30,98,000			

ASSAM					
Northeast Industrial Development Schei	me, DPIIT (NEIDS)				
Year	Total				
Component					
CCIIAC (Capital Subsidy)	5,00,00,000				
CII (Interest on W/C)	13,20,00,000				
CCII (Insurance incentive)	1,00,13,000				
CGST & IGST (58%)	58,12,46,798				
IT reimbursement (Income tax)	68,58,54,419				
Transport Incentive	-				
Employment Incentive (EPF/EPS)	54,00,000				
Total	1,46,45,14,217				

Policy 2019 (AIIP)					
Year	Total				
SGST	91,85,73,702				
Power	2,50,00,000				
Interest	2,50,00,000				
on W/C					
Employees	3,00,000				
Incentives					
ETP	25.00.000				

97,13,73,702

Assam Industrial & Investment

Year	Total
SGST	32,56,66,897
Power	3,75,00,000
Interest on W/C	2,50,00,000
Employees Incentives	3,00,000
ETP	25,00,000
Total	39,11,66,897

2,82,70,54,816

Ethanol Production & Promotion Policy of Assam 2021 (EPPPA)

Investor Presentation August, 2022.

Total

Total Incentives





Mineral processing segment overview

100	Business Segment	Input	Output	End Use Industries
	Mineral Processing	Lime Stone	Precipitated Calcium Carbonate Activated Calcium Carbonate Wet Ground Calcium Carbonate	The company supplies to leading manufacturers in the sector of Paints, Polymers, Plastics & PVC formulations Pharmaceuticals Paper, Oral Care, FMCG

Our Manufacturing Capacities

Plants	Products	UOM	Installed Capacity
TA DESCRIPTION			
Muzaffarnagar, UP	Calcium Carbonate	MT	50,400
The state of the second of the second	AL 0.98		A CONTRACTOR OF THE PARTY OF TH
Paonta Sahib, Himachal Pradesh	Calcium Carbonate	MT	60,000
Establish the second		ALCOHOLOGY ACCESSORY	A THE STATE OF THE
Abu Road, Rajasthan	Calcium Carbonate	MT	60,000



Key highlights of mineral processing segment



Gulshan's manufacturing facilities have an integrated combined capacity of producing more than **170,400 MTPA** of calcium carbonate products.



Gulshan's dedicated manufacturing facilities are equipped with in-house microbiology laboratory and state-of-the-art research facilities.



Company manufactures 19 grades of calcium carbonate.



Gulshan is the market leader and hold a healthy market share in the calcium carbonate business segment in India.



Company exports to neighboring countries like Nepal, Bangladesh, Nigeria, and U.A.E.



On-Site PCC / WGCC Plants

One of the largest calcium carbonate manufacturers, with one of a Kind On Site PCC Plant and Expertise in commissioning WGCC plants within and outside India..

02

Company provides the raw materials and expertise to set up and maintain an on-site PCC plant. This reduces energy consumption and drying time for users

Gulshan Polyols Ltd. has successfully installed multiple on-site PCC plants for paper companies.

04

Holds Limca Book of record for such innovation.







Capex update

Gulshan is looking at a total capex of INR 4,500 MN over the next 12 months, out of which INR 3,000 MN will be required to set up the 500 KLPD Ethanol plant in the state of M.P. and INR 1,500 MN will be required for expanding the aggregate capacities across the grain processing division.

Further, an estimated capex of **INR 1,850 MN** is to be deployed for ethanol plant in Assam over next 24 months.

The Company plans to finance this Capex through a loan of INR 1,700 MN from HSBC Bank for the Ethanol facility in M.P., proceeds of the Qualified Institutions Placement ("QIP") and internal accruals.

BUILDING CAPACITIES FOR THE ETHANOL SEGMENT

The Company has embarked on a humungous capex plan to build two plants dedicated to the production of Ethanol for the Government's Ethanol Blending in Petroleum Programme- 2025. The sites are located at two locations viz.

500KLPD plant at Boregaon, Madhya Pradesh

The aforementioned capital expenditure is proceeding as planned. The company expects to commission this plant by FY 2023.

250 KLPD Ethanol Plant at Goalpara, Assam.

Company has started land and site developmental work at its Goalpara site at Assam for setting up a 250 KLPD Ethanol plant to take care of its next leg of growth.

Grain Processing Division

The planned Capex for upgradation of capacities of the grain processing division in Gujarat is ~ **INR 1,500 MN.** The company expects ~ 20% increase in total combined capacities of the plants. The Company is progressing well on the said capex.



Industry outlook

Company will be able to achieve good financial performance owing to structural industry tailwinds in the sectors that we operate. Segment wise industrial growth opportunities are as follows:

Grain Processing

- The India sorbitol market is a very dynamic market and is expected to witness steady growth over the forecast period.
- Sorbitol, a key product offering, is a low-calorie sugar substitute used in many products such as candies, chewing gum, ice cream, baked goods, cosmetics, toothpaste, personal care products and pharmaceuticals.
- Liquid sorbitol segment is expected to hold the largest market share by the year 2030. The segment growth can be attributed to factors such as technological advancements in production, easy usability and reduced manufacturing cost.
- Owing to increased customer awareness, demand for low sugar and low-calorie products and diversified applications, company shall continue to witness good growth rates.
- The Powder/Crystal sorbitol segment is expected to observe significant growth as it is widely used as additive in food for production of frozen raw fish, dried squid thread, roasted fish fillet, and several other aquatics products.
- Liquid fructose is another product in which Gulshan is establishing its strong footprints as a major supplier backed by heavy import substitution.

Ethanol Production

- With government's increased focus on ethanol blending in petroleum, company believe that there is a long runway for growth.
- As per current statistics, ethanol blending stands at ~ 9.9% and is targeted to reach 20% by 2025-26.
- In order to capitalize on this opportunity, the Company is augmenting its capacity to 810 KLPD from 60 KLPD currently. This shall turn the company into a formidable player with a sizeable market share in distillation segment.

Mineral Processing

- In mineral processing, our key product is calcium carbonate which is a
 widely used compound as an industrial filler and finds application in
 paints, paper, plastic, rubber and pharma industries. With growth in
 underlying industries, we shall continue to witness decent growth due
 to our capabilities and diversified offerings.
- As part of the growth strategy, company intends to stay focus on setting up of innovative on-site PCC plants for our established clientele by way of installing, commissioning, operating and maintaining at least one on-site PCC plant every year, from which company will have consistent revenue growth.

Source: Market Research Future Report



Quarterly profit & loss statement

Particulars (INR Mn)	Q1 FY23	Q1 FY22	YoY%	Q4 FY22	QoQ%
Revenue from Operations	2,701.83	2,385.55	13.26%	2,922.27	-7.54%
Other Income	4.68	4.15		11.02	
Total Revenue	2,706.50	2,389.70	13.26%	2,933.29	-7.73%
Raw Material Cost	-1,601.46	-1,183.34		-1,557.40	
Employee Expense	-85.23	-82.36		-124.88	
Other Expenses	-801.98	-688.70		-990.96	
EBITDA (Includes Other Income)	217.83	435.30	-49.96%	260.04	-16.23%
EBITDA Margin (%)	8.05%	18.22%		8.87%	
Depreciation	-70.59	-75.69		-84.84	
Finance Cost	-10.88	-8.20		-13.75	
PBT Before Exceptional Item	136.37	351.42		161.45	
Exceptional Items	0.00	0.00		0.00	
PBT	136.37	351.42	-61.20%	161.45	-15.54%
Tax	-34.51	-89.79		-44.77	
PAT	101.86	261.62	-61.07%	116.68	-12.71%
Other comprehensive profit / loss	-0.13	0.00		-1.85	
Net PAT	101.99	261.62	-61.02%	118.53	-13.97%
PAT Margin %	3.76%	10.95%		3.98%	
Diluted EPS	1.96	5.28	-62.87%	2.24	-12.50%

Financial Performance Comparison:

Q1 FY23 vs Q1 FY22

Revenue from Operations grew by healthy 13.3% from INR 2,385.55 Mn in Q1 FY22 to INR 2,701.83 Mn in Q1 FY23 backed by healthy growth across our three segment.

EBITDA degrew by **50%** from **INR 435.30 Mn** in Q1 FY22 to **INR 217.83 Mn** in Q1 FY23 owing to decline in EBITDA margin from **18.2% to 8.0%** primarily led by commodity cost headwinds faced by the industry on account of continued high inflation in the prices of basic raw materials, rice and maize. Further, global supply chain issues related to coal supply has also led to significant increase in power cost which impacted the margin.

Net profit has decreased by **61.1%** from **INR 261.62 Mn** in Q1 FY22 to **INR 101.86 Mn** in Q1 FY23. The Net Profit Margins were at **3.8%** in Q1 FY23 from **10.9%** in Q1 FY22 due to increased operating costs as mentioned above.

(minor differences due to rounding off)



Management guidance/ financial outlook

Management is expecting a revenue of ~ ₹ 2,300 crores by FY24 and ₹ 2,800 crores by FY25 on back of significant capacity expansion in Ethanol segment.

The company is expected to have an EBITDA margin of ~ 13% to 14% over FY 23 & FY 24.

With the addition of capacities in the ethanol segment, revenue mix will change. Currently, ~75% of the revenue is contributed by grain processing segment, about 18% from Ethanol processing segment and Balance 7% from Mineral processing segment. After commissioning of new capacities, management expecting ~50% revenue from Ethanol segment and balance ~50% from grain processing segment. The contribution from mineral processing segment will gradually decrease.



Capital market information

Shareholding Pattern as on 30th June, 2022

Particulars	
Promoter and Promoter Group	66.65%
Public	29.29%
Mutual Funds & FPIs	3.84%
Employee Trust	0.23%
TOTAL	100.00%

Market Indicators

Issued Shares	5,19,75,489
Share Price (08-08-2022)	258.6
Market Cap (₹ MN)	13,438.3
52 Weeks High/Low	429.0/204.7

Stock Performance Of Last One Year



Source BSE





Gulshan Polyols Ltd. actively contributes to the social and economic development of the communities in which the company operates. In so doing Gulshan build a better, sustainable way of life for the weaker sections of society and raise the country's human development index.

Gulshan have always considered sustainable development the keystone of business strategy. Gulshan's strategy includes nurturing close and continuous interaction with the people and communities around our manufacturing divisions, bringing qualitative changes in their lives and supporting the underprivileged.

Gulshan's focus is on the all-round development of the communities located mostly in distant rural areas.

Rural Development Projects

- Implementing community need-based projects in rural areas focusing on quality education and health facilities.
- Providing access to electricity to households in remote rural areas.
- Micro projects in rural areas that are community need-based to promote local community development.

In line with the Swachh Bharat campaign, one of the primary focus areas under CSR, is creating conducive environment for children in schools by providing sanitation infrastructure. Besides, Gulshan have also provided facilities for potable water as well as improvement in basic infrastructure in schools neighbouring our facilities, which includes the following:

- Construction / repair of school buildings & facilities including boundary walls, separate toilets for boys & girls.
- Provision of adequate furniture including desks and chairs for students and teachers, closets, blackboard, sound system, etc.
- Development of playground with new swings and sporting equipment.
- Provision of uniforms, books, stationery, computer & Laboratory equipment etc., to schools.
- Promote computer literacy and technology assisted learning.
- Provision of drinking water by RO water system and
- To promote Technical/ professional/ medical education by giving financial assistance through Organizations/ infrastructural support.



Awards & certifications









2005. India













HALAL certificate, Bharuch



ISO 901:2008, Muzaffarnaga



Excellence certificate from CONCOR



E-Certificate for GST





Colgate- Palmalive (India) Limited Certificate of









For further information on the Company, please visit **www.gulshanindia.com**

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