



LIL:CS:IP:2025-26 Date: 26.05.2025

BSE Limited	National Stock Exchange of India Limited
Listing & Compliance Department	Listing & Compliance Department
Phiroze Jeejeebhoy Towers,	Exchange Plaza, C-1 Block G,
Dalal Street, Mumbai - 4001	Bandra Kurla Complex,
	Bandra (E), Mumbai - 400051
Security Code: 517206	Company Symbol: LUMAXIND

Sub: Investor Presentation for the 4th Quarter and Year ended March 31, 2025

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 4th Quarter and Year ended March 31, 2025.

The same shall also be made available on the website of the Company at https://www.lumaxworld.in/lumaxindustries/index.html

This is for your information and records.

Thanking you,

Yours faithfully,

For LUMAX INDUSTRIES LIMITED

RAAJESH KUMAR GUPTA
EXECUTIVE DIRECTOR & COMPANY SECRETARY
ICSI M. NO. A8709

Encl: As stated above



Lumax Industries Limited Plot No. -878, Udyog Vihar Phase-V, Gurugram - 122016 Haryana, India

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Lumax Industries Limited

Q4 & FY25 Investor Presentation

## Safe Harbor



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### **About Lumax Industries**



Leading Automotive Lighting Manufacturer having a Tier I relationship with all OEMs in India

#

Market **Leadership** in automotive Lighting

2

Strong International JV Partners –
Stanley and SL Corporation;
having leadership position across
the globe

4

2 R&D centers & 2 Overseas

Design centers to stay ahead of
the curve in design trends

8

8 decades of OEM relationships



One of the few players with largest range of lighting solutions
& Electronics

12

12 manufacturing facilities strategically located at key automotive hubs in the country

**Key Financial Parameters (FY25)** 

Rs. 3,400 crs

>21%

8.5%

>17%

Rs. 200+ crs

Revenue

CAGR Revenue growth last 3 years

**EBIDTA** Margins

RoCE

Capex

#### **Milestones**



**1945:** Founded a partnership firm 'Globe Auto Industries' as a Trading concern

**1956-57:** Set-up dedicated unit for Automotive Lighting Equipment in Delhi

**1977-79:** Setup manufacturing units in Faridabad, Haryana and Pune, Maharashtra

**1981:** Lumax Industries Pvt Limited established after taking over partnership firm Globe Auto Industries

**1984:** TA signed with Stanley, Japan for Lighting Equipment

**1985:** Setup a manufacturing unit in Gurugram, Haryana. The company went public & is listed on the stock exchange

**1994:** Equity participation of Stanley, Japan in Lumax Industries Limited

**1997:** Joint Venture agreement with SL Lumax Limited.

**1998:** Set-up manufacturing unit at Dharuhera, Haryana

**2003:** Demerger Lumax Industries



**2005:** Setup manufacturing unit in Chakan, Maharashtra

**2008:** Setup manufacturing plant in Pantnagar, Uttarakhand & expansion of Dharuhera and Chakan plants. Also setup a R&D centre at Gurugram

**2010:** Setup a manufacturing plant in Haridwar, Uttarakhand

**2011:** Setup manufacturing plants in Bawal, Haryana; Sanand, Gujarat & Bidadi, Karnataka. Also setup a R&D centre at Pune

**2016:** Opening of **Design Centre** in Taiwan

**2017:** Further expansion at Sanand, Guiarat facility

**2019:** Commencement of Electronics Facility at Manesar

**2020:** Lumax Industries Ltd, India and Stanley Electric Co. Ltd., Japan extend product portfolio to include Electronics components, HVAC Panels, etc.

**2021:** Opening of Design office in Czech Republic

**2022:** Start of Commercial Production at Bawal (New Electronics Facility) & at new Sanand plant, Gujarat

Opening of Lumax European Technical Centre (LETC) in Czech Republic as 100% subsidiary

**2023 :** Start of Commercial Production at new Chakan plant, Maharashtra

## **Global Partnerships**



Relationship since 1984

JV for Lighting, HVAC Panels and other Electronics

37.5% in Lumax Industries Limited



Relationship since 1997

JV for Lighting and Other Automotive parts

21.28% in SL Lumax Limited



#### Stanley, Japan

- Lumax has maintained a strong, four-decades-long relationship with Stanley Electric Co., Japan.
- The enduring alliance has been crucial in the manufacturing and design of advanced lighting solutions with shared expertise and advanced technology
- The partnership has facilitated the production of Printed Circuit Boards (PCBs), a vital component in LED lighting systems, specifically to serve Indian customers
- This longstanding relationship has significantly contributed to Lumax's reputation as a reliable and innovative manufacturer in the industry



#### SL Corporation, Korea

- Nearly Three- Decades-Long Relationship with SL Corporation, South Korea
- Lumax Industries has established a strategic partnership with SL Corporation to manufacture a wide range of products
- This collaboration encompasses the production of endto-end lighting systems and other automotive components

### **SL Lumax**





#### **About SL Lumax Limited**

✓ In partnership with SL Corporation, Korea, a multinational automotive player with presence in Asia-Pacific, Europe & US



- ✓ Plant located at Sriperumbudur near Chennai
- ✓ Products include Head Lamp, Rear Combination Lamp, Fog Lamp, Chassis, Trim & Mirrors, Shift Lever, Parking Brakes
- ✓ Caters to Hyundai India



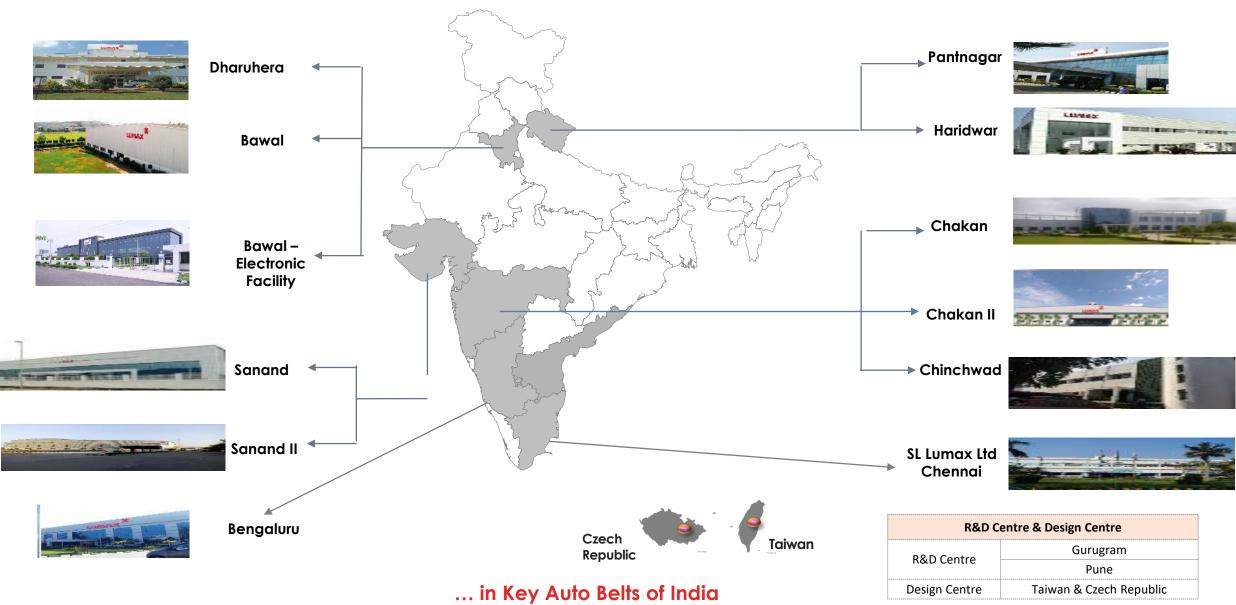
#### **FY25 Financials**

Revenue: Rs. 3,008 Crores



## Strategic Manufacturing Locations in Proximity to Customers





## **Upholding excellence in Corporate Governance**





#### **Board of Directors**



Mr. Dhanesh Kumar Jain Chairman Emeritus

Over 60 years of experience in the automotive industry in management, operations & administrative roles. He has held various industry positions.



Mr. Tadayoshi Aoki Senior Executive Director

He is Nominee Director of Stanley Electric Co. Limited, Japan and possesses over 30 years of rich experience in the field of Car Electronics, Engineering, Sales of car electronic parts and Sales Planning Division.



Mr. Pradeep Singh Jauhar



Mrs. Pallavi Dinodia



Mr. Deepak Jain Chairman and Managing Director

He has undergone extensive training at Stanley Co. Limited, U.S.A. & Stanley Electric Co. Limited, Japan and has over 27 years of experience and also holds various industry positions.



Mr. Tomohiro Kondo Non-Executive Director

He is Nominee Director of Stanley Electric Co. Limited, Japan and has rich experience in the automotive industry and is associated with the Stanley Group since May 2009.



Mr. Rajeev Kapoor



Ms. Ritika Sethi



Mr. Anmol Jain Joint Managing Director

He has held various positions in Industry associations - He was the National Coordinator of ACMA- YBLF from 2014-16. He was also the Chairman CII Haryana State Council in 2012-13 and has over 22 years of experience.



Mr. Tetsuya Hojo Non-Executive Director

He is Nominee Director of Stanley Electric Co. Ltd. And is Executive Officer and Division Manager of Automotive Lighting Division of Stanley Electric Co., Ltd. He is associated with Stanley group since 1990.



Mr. Harish Lakshman



Mr. Vikrampati Singhania

## **Visionary Leadership Team**







Mr. Raju B Ketkale Chief Executive Officer Experience: 30+ Years



Mr. Sanjay Mehta
Group CFO
Experience: 30+ Years



Mr. Ian Barnard
Automotive Specialist – New
Technology & Innovation
Experience: 35+ Years



Mr. Raajesh Kumar Gupta
Executive Director & Company
Secretary
Experience: 30+ Years



Mr. Ravi Teltia
Chief Financial Officer
Experience: 20+Years

## Inhouse Technological Developments









Low Cost LED Headlamp
Modules



Ultra Homogenous Lux-LED Signal Lamps



Portfolio of Low-Profile
Headlamp Projector
Modules



Matrix (ADB) Headlamp
Module and Controls



Grille Lighting with Animation / Charging Indication



**Image Projection Modules** 



Innovative Interior and Mood Lighting

5 patents awarded, 20 filed along with 19 design registration awarded

**Technology Evolution** 

## **Lighting Technology Roadmap**









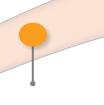


- Slim Line Modules including 1 row A)
- Illuminated logos, grilles & letters
- Micro optics foils or molded structures





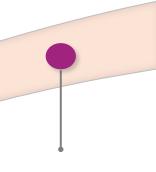




- MLA (Lumax version, LB, TL,HB
- ADB + AFS 2+ row (<100 segments)
- Road Projections (Turn + Parking





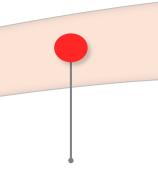




 mLED for AFS & ADB (4W/2W, leaning) ~20.000 pixels, part below horizon





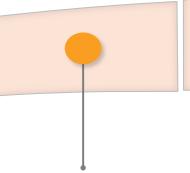




• Super Slim Line Modules (5-10mm)







- ADAS Sensor Integration
- MEMS or DLP ADB & AFS

2024

2026

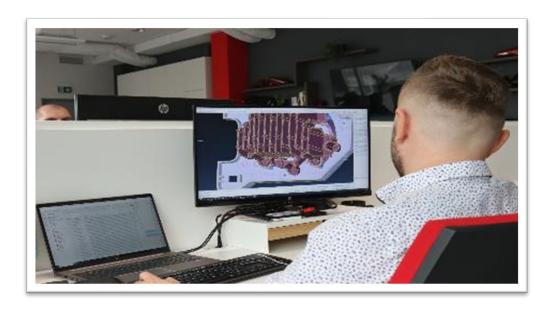
2028

2030

2032

## In House R&D and Validation Facility











### **CSR** Initiatives















## Lumax Charitable Foundation, the CSR arm of Lumax, actively works on the 3 SDGs –

- Quality Education, Good Health and Clean Water and Sanitation.
- Students in adopted government and low-income private schools are supported through various initiatives beyond school learning in terms of Life-skills, Career counselling and guidance
- Scholarship given to continue education, personal and menstrual hygiene aims to provide holistic learning experience
- The foundation also focuses on various health initiatives, including eye check-up and cataract surgeries, cancer awareness, screening and treatment interventions, juvenile diabetes for children from underserved communities and health check-ups in schools



## **Our ESG Roadmap**



#### **RE 40**

- ✓ 100% ETP & STP in all plants
- ✓ Diversity ratio
- ✓ ISO 14001 & ISO 45001 (EHS) in all plants
- ✓ ISO 27001-Top 10 revenue plants
- ✓ ISO 50001:2018 (EnMS)- 20% plants

FY24-25

#### **RE 70**

- Advance
   Equipment
   installation for the
   reduction of fresh water intake.
- 5% reduction of Co2 (Supply chain partners)
- ✓ Diversity ratio by 15%.
- ✓ ISO 50001:2018 (EnMS)- 50% plants
- ✓ ISO 27001-50% plants

FY25-26

#### **RE 90**

- √ 100% rain-water harvesting setup.
- √ 10% reduction of Co2 (Supply chain partners)
- ✓ Diversity ratio by 20%
- ✓ ISO 50001:2018 (EnMS) in all plants
- ✓ ISO 27001- in all plants & offices

FY26-27

#### **RE 100**

√ 25% reduction of Co2 (Supply chain partners)

FY27-28

√ 30% reduction of Co2 (Supply chain partners)

FY28-29

- √ 40% reduction of Co2 (Supply chain partners)
- ✓ Diversity ratio by 25%

FY29-30

✓ Inclusivity 5%



#### Lumax – Plant Carbon Neutrality Strategy

Promote Utilization of Renewable energy towards 2028 net zero challenge

Motivate team to increase daily Kaizen Reduce Energy consumption (energy saving)







First, we will mitigate the carbon emission by using Renewable energy, then by motivating team to increase daily Kaizen & by reducing energy consumption



#### **Gender Diversity & Inclusivity**



15% Today



30% In next few years

We believe in upskilling women and promote gender diversity





## Plant Carbon neutrality through powered through Renewable Energy



Renewable Energy Usage

40% FY25



100% By FY27-28

## Celebrating Milestones with Awards & Accolades







Lumax Industries received award for their superior performance in the area of Inner Part Localization at MSVC 2025 held in Doha, Qatar



Sustainability Excellence Award Tata Motors Annual Supplier Conference



Lumax Industries received Best New Model Development Award at SMIPL Annual Vendor Conference 2025



Quality Excellence Award Tata Motors Annual Supplier Conference



Lumax Industries, Chakan II received Manufacturing Excellence Award at the 59th ACMA Excellence Awards & 10th Technology Summit 2025



Lumax Industries received 2 awards at Mahindra Supplier Meet 2025 with Special Appreciation Award for Veero and Innovation Award for BE 6



# Q4 & FY25 Operational & Financial Performance



## **Management Commentary**





Deepak Jain
Chairman & Managing
Director

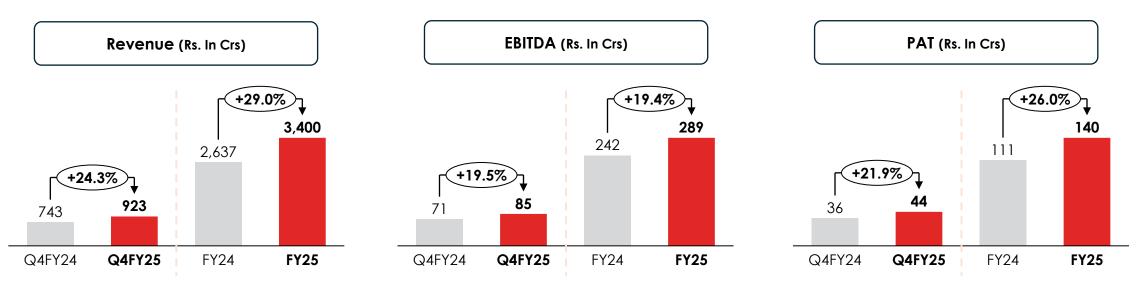
# Commenting on the performance Mr. Deepak Jain, Chairman & Managing Director, Lumax Industries Limited said,

"We have delivered another stellar performance this year, achieving our highest-ever revenues of Rs. 3,400 crores, reflecting a robust year-on-year growth of 29%. This impressive growth has been driven by an improved product mix, with LED lighting now contributing 58% to our overall revenues. Our order book remains healthy at Rs. 2,275 crores, with LED lighting comprising 88% of it. This strong pipeline is expected to support margin expansion in the coming quarters. Furthermore, we continue to deepen our engagement with leading OEMs such as Mahindra & Mahindra, Hero MotoCorp, HMSI, and Maruti Suzuki, contributing to a diversified and resilient revenue base.

As the automotive industry undergoes rapid transformation, Lumax Industries is firmly positioned at the cutting edge, delivering innovative lighting solutions that elevate vehicle design and safety. Looking ahead, we see strong momentum building into FY26, supported by robust industry demand, a growing shift towards LED adoption, and our expanding presence across OEMs. We remain committed to sustained value creation, market leadership, and setting new standards in automotive lighting excellence"

## Q4 & FY25 – Financial Snapshot



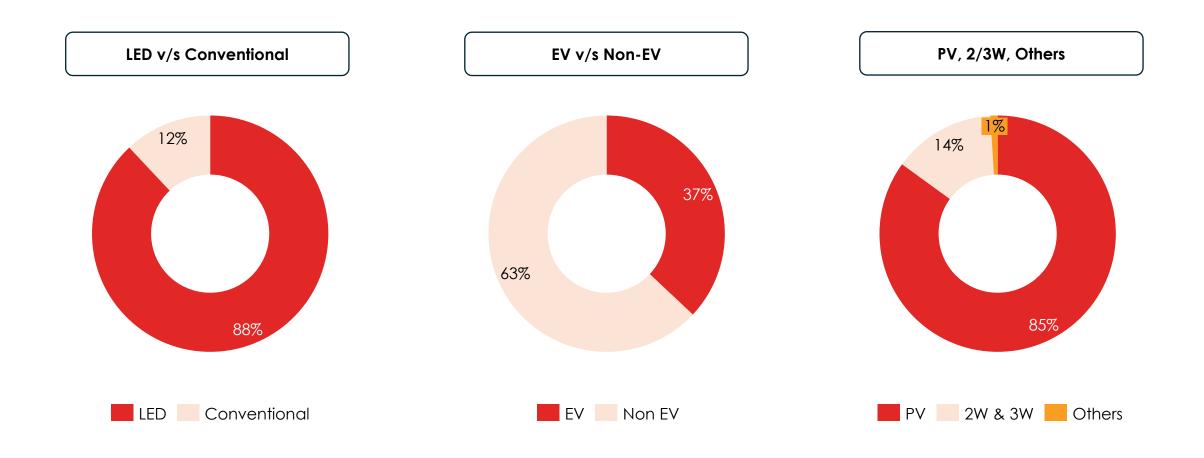




## Orderbook Break-up

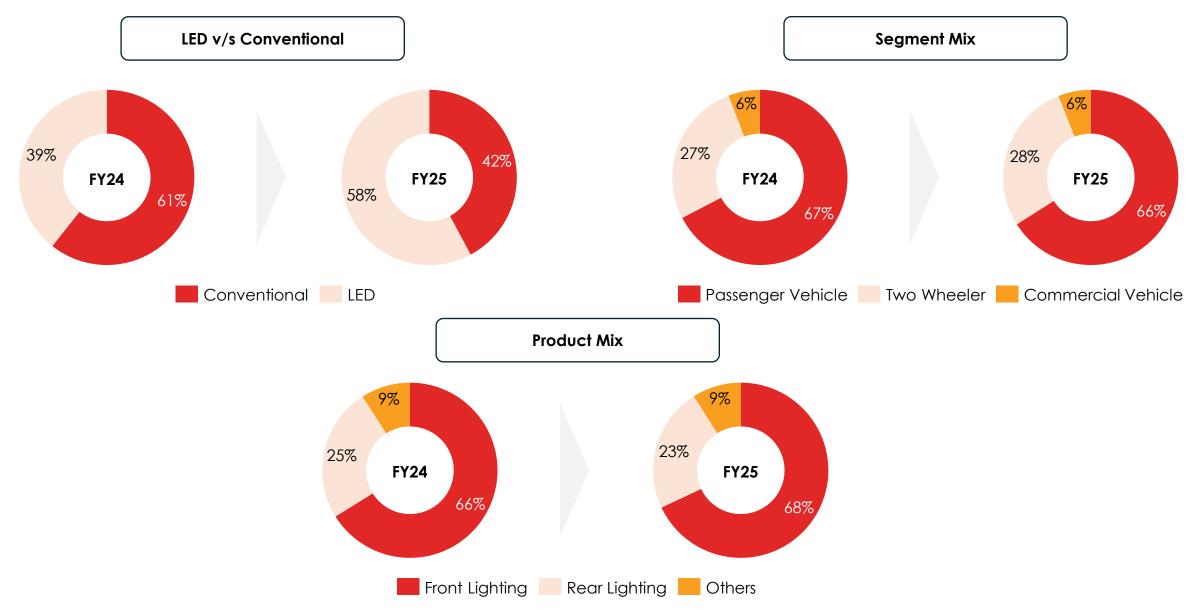


#### Total Order Book for the company stands at Rs 2,275+ Crores



## FY25 – Segment wise revenue break-up

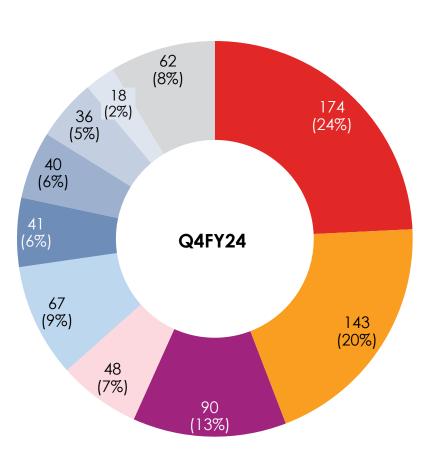




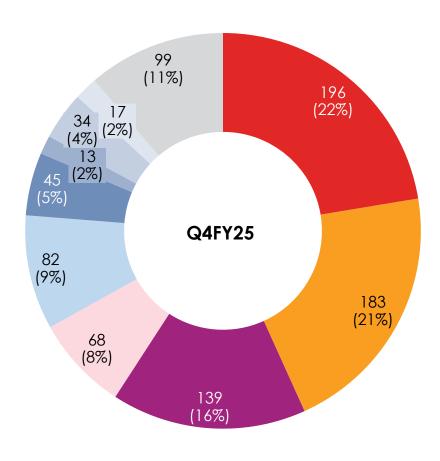
## Q4FY25 – Revenue mix among Customers



Customer wise Sales (Rs. 718 Crores)\*



Customer wise Sales (Rs. 875 Crores)\*



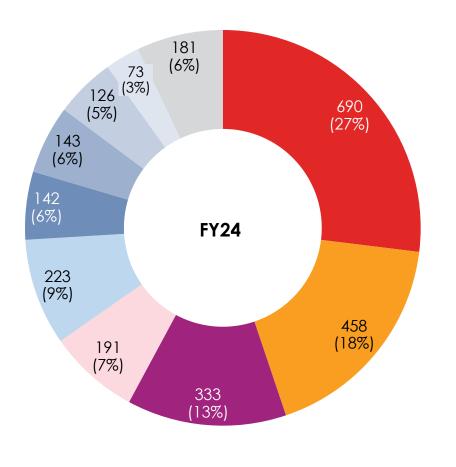
MSIL/SMG HMSI TATA MG TVS

M&M Hero Motocorp LATL Toyota Others

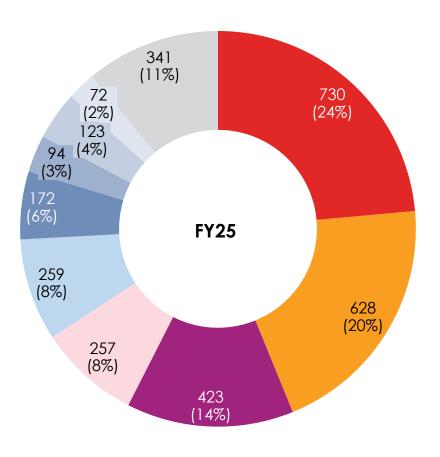
## FY25 – Revenue mix among Customers







Customer wise Sales (Rs. 3,096 Crores)\*



MSIL/SMG HMSI TATA MG TVS

M&M Hero Motocorp LATL Toyota Others

\*Excludes Mould Sales; Rs. In Crs

## **Standalone Profit & Loss Statement**





Particulars (Rs. in Crores)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
Manufacturing Revenue	875.5	718.3		747.0		3,096.5	2559.3	
Moulds Revenue	47.9	24.4		140.1		303.9	77.3	
Total Operating Revenue	923.4	742.7	24.3%	887.1	4.1%	3,400.4	2,636.6	29.0%
Other Income	15.8	5.1		1.1		19.1	37.6	
Total Income	939.2	747.8		888.2		3,419.5	2,674.2	
Raw Material Consumption	629.8	489.2		614.8		2310.5	1717.2	
Employee Expenses	95.0	83.5		92.9		372.7	315.0	
Other Expenses	120.8	105.2		108.5		441.5	376.3	
EBITDA	93.5	70.0	33.6%	72.0	29.9%	294.8	265.7	11.0%
EBITDA %	10.1%	9.4%		8.1%		8.7%	10.1%	
Depreciation	32.8	26.2		26.5		111.2	91.9	
Finance Cost	17.4	14.4		19.2		71.7	47.7	
Profit before Tax	43.3	29.5	46.9%	26.2	65.4%	111.9	126.1	-11.3%
Tax	6.9	10.6		4.0		20.4	40.0	
Profit After Tax	36.4	18.9	92.8%	22.2	63.9%	91.5	86.1	6.3%
PAT Margin%	3.9%	2.5%		2.5%		2.7%	3.3%	
EPS (In INR)	38.9	20.2		23.7		97.9	92.1	

## **Standalone Balance Sheet**





ASSETS (Rs. in Crores)	Mar-25	Mar-24
Non-current assets		
Property, plant and equipment	982.3	833.5
Capital work-in-progress	212.1	177.1
Right of use assets	94.5	107.8
Investment property	0.9	0.7
Investment in Subsidiary	0.0	0.0
Goodwill	9.8	9.8
Intangible assets	7.1	6.0
Financial assets		
Investments	22.8	20.6
Loans	1.0	0.6
Others	9.1	11.1
Income Tax Assets (Net)	0.0	7.2
Other non-current assets	46.7	43.9
Sub-total - Non-Current Assets	1,386.3	1,218.4
Current assets		
Inventories	511.9	582.0
Financial assets		
Investments	0.4	0.5
Trade receivables	461.9	345.3
Cash and cash equivalents	5.4	31.2
Bank balances other than Cash	1.3	15.0
Loans	1.3	0.5
Others	53.2	42.8
Other current assets	199.8	182.4
Sub-total - Current Assets	1,235.1	1,199.5
Assets held for Sale	0.0	0.0
TOTAL - ASSETS	2,621.4	2,417.9

EQUITY & LIABILITIES (Rs. in Crores)	Mar-25	Mar-24
Equity		
Equity Share capital	9.3	9.3
Other equity	589.5	530.8
Sub-total - Shareholders' funds	598.8	540.2
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	213.2	153.9
Lease liability	99.9	111.7
Provisions	0.0	0.6
Employee benefit Liabilities	26.4	47.2
Deferred tax liabilities (net)	47.6	49.0
Sub-total - Non-current liabilities	387.1	362.4
Current liabilities		
Financial liabilities		
Borrowings	558.7	443.1
Lease liability	10.3	7.7
Trade payables	818.1	703.4
Other financial liabilities	102.5	175.2
Other current liabilities	108.1	179.3
Employee benefit Liabilities	32.9	5.9
Provisions	2.6	0.0
Current Tax Liability	2.2	0.8
Sub-total - Current liabilities	1,635.4	1,515.4
TOTAL - EQUITY AND LIABILITIES	2,621.4	2,417.9

## **Standalone Cashflow Statement**





Particulars (Rs. in Crores.)	Mar-25	Mar-24
PBT	111.9	126.1
Adjustments	169.6	108.3
Operating profit before working capital changes	281.5	234.4
Changes in working capital	-68.1	-85.0
Cash generated from operations	213.5	149.4
Direct taxes paid (net of refund)	13.1	16.2
Net Cash from Operating Activities	200.4	133.2
Net Cash from Investing Activities	-286.0	-245.6
Net Cash from Financing Activities	59.8	136.6
Net Change in cash and cash equivalents	-25.8	24.2
Opening Cash Balance	31.2	7.0
Closing Cash Balance	5.4	31.2

## **Consolidated Profit & Loss Statement**





Particulars (Rs. in Crores)	Q4FY25	Q4FY24	Y-o-Y	Q3FY25	Q-o-Q	FY25	FY24	Y-o-Y
Manufacturing Revenue	875.5	718.3		747.0		3096.5	2559.3	
Moulds Revenue	47.9	24.4		140.1		303.9	77.3	
Total Operating Revenue	923.4	742.7	24.3%	887.1	4.1%	3,400.4	2,636.6	29.0%
Other Income	5.9	5.3		1.1		9.2	11.4	
Total Income	929.3	748.0		888.2		3409.6	2,648.0	
Raw Material Consumption	630.2	489.2		614.8		2310.8	1717.2	
Employee Expenses	96.7	82.2		87.7		376.9	323.5	
Other Expenses	117.2	105.4		114.6		433.3	365.5	
EBITDA	85.2	71.2	19.6%	71.1	19.9%	288.6	241.8	19.4%
EBITDA %	9.2%	9.6%		8.0%		8.5%	9.2%	
Depreciation	33.3	26.7		27.1		113.3	92.8	
Finance Cost	17.6	14.5		19.4		72.3	47.9	
Profit before Tax & Share of Associate	34.3	30.0	14.4%	24.6	39.7%	103.0	101.1	2.0%
Share of Associate	19.2	22.2		17.0		74.7	58.1	
Tax	9.5	16.1		8.1		37.9	48.2	
Profit After Tax	44.0	36.1	21.9%	33.5	31.3%	139.9	111.0	26.0%
PAT Margin%	4.8%	4.9%		3.8%		4.1%	4.2%	
EPS (In INR)	47.0	38.6		35.8		149.7	118.8	

## **Consolidated Balance Sheet**





ASSETS (Rs. in Crores)	Mar-25	Mar-24
Non-current assets		
Property, plant and equipment	986.2	836.1
Capital work-in-progress	212.1	177.7
Right of use assets	100.1	113.9
Investment property	0.9	0.7
Goodwill	9.8	9.8
Intangible assets	9.0	7.8
Investment in associate	235.8	171.0
Financial assets		
Investments	9.6	7.4
Loans	1.0	0.6
Others	9.1	11.1
Income Tax assets (net)	0.5	7.2
Other non-current assets	46.7	44.1
Sub-total - Non-Current Assets	1,620.7	1,387.4
Current assets		
Inventories	511.2	581.5
Financial assets		
Investments	0.4	0.5
Trade receivables	461.9	347.8
Cash and cash equivalents	9.1	31.5
Bank balances other than Cash	1.3	15.0
Loans	1.3	0.5
Others	53.2	42.8
Other current assets	201.9	193.9
Sub-total - Current Assets	1,240.2	1,213.6
TOTAL - ASSETS	2,861.0	2,601.0

EQUITY & LIABILITIES	Mar-25	Mar-24
Equity		
Equity Share capital	9.3	9.3
Other equity	764.9	662.2
Sub-total - Shareholders' funds	774.3	671.5
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	213.2	153.9
Lease liability	105.3	117.6
Provisions	0.0	0.6
Employee benefit liabilities	26.4	47.2
Deferred tax liabilities (net)	106.3	91.3
Sub-total - Non-current liabilities	451.3	410.5
Current liabilities		
Financial liabilities		
Borrowings	558.7	443.1
Lease liability	10.6	8.0
Trade payables	816.9	698.1
Other financial liabilities	103.2	180.2
Other current liabilities	108.2	183.0
Employee benefit liabilities	32.9	5.9
Provisions	2.6	0.0
Current tax liabilities (net)	2.2	0.8
Sub-total - Current liabilities	1,635.4	1,518.9
TOTAL - EQUITY AND LIABILITIES	2,861.0	2,601.0

## **Consolidated Cashflow Statement**

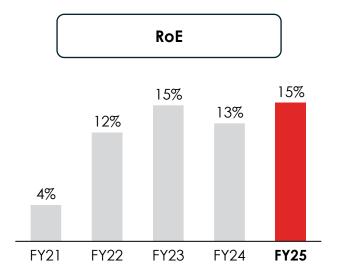


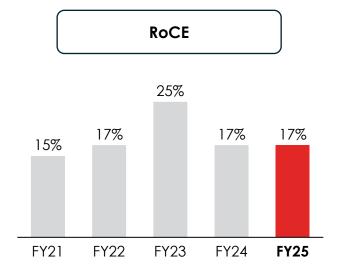


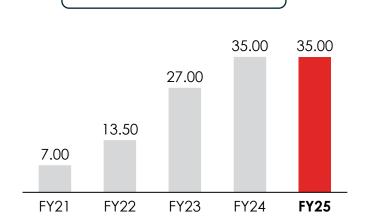
Particulars (Rs. in Crores)	Mar-25	Mar-24
PBT	177.8	159.2
Adjustments	107.4	77.7
Operating profit before working capital changes	285.2	236.9
Changes in working capital	(58.6)	(88.2)
Cash generated from operations	226.7	148.7
Direct taxes paid (net of refund)	14.7	16.0
Net Cash from Operating Activities	212.0	132.7
Net Cash from Investing Activities	(293.3)	(245.0)
Net Cash from Financing Activities	58.8	136.7
Net Change in cash and cash equivalents	(22.4)	24.4
Opening Cash Balance	31.5	7.2
Closing Cash Balance	9.1	31.5

## **Key Ratios**

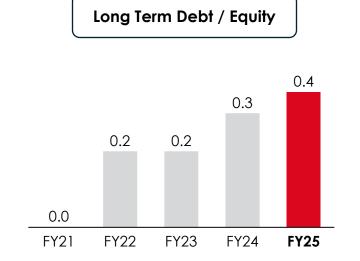








**Dividend Per Share** 





Asset Turns (x)

Standalone



## About DK Jain Group



## **About Lumax Group**





Building an admired high performance Global **Organization** in whom all stakeholders have absolute trust



We deliver **Pride and Progress** with Positivity



Respect Integrity

**Passion** 

Excellence

# **About DK Jain Group** 8

Presence over **Eight Decades** 

**Leader** in Automotive Lighting, Gear Shifters & Vehicle Interior Solutions





States 1 Overseas Entity in Czech Republic

**16 Entities** in 7







6 Engineering Centers in India. Taiwan & Czech Republic





Long standing **OEM Relationships** 



## **Lumax Group - Two Listed Entities**





#### **Lumax Auto Technologies**

#### Partnerships & JV's

- ✓ Cornaglia Italy
- ✓ Mannoh Japan
- ✓ Ituran Israel
- ✓ FAE Spain
- ✓ YOKOWO Japan

- ✓ JOPP Germany
- ✓ Alps Alpine Japan
- ✓ IAC USA
- ✓ Greenfuel India
- Spain Greeniver-ii



#### **Lumax Industries**

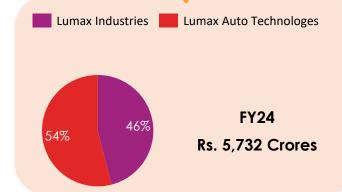
#### Partnerships & JV's

- √ Stanley Japan
- ✓ SL Corporation Korea

#### **Product Segments**

- Advance Plastic
- Mechatronics
- Structures & Control Systems
- Aftermarket

#### **Group Revenues**



#### **Product Segments**

- End-to-end Automotive Lighting Solutions
- HVAC Panels and other electronic components

### Thank You



#### For further information, please contact:

Company



#### Lumax Industries Limited

CIN: L74899DL1981PLC012804

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www.lumaxworld.in/lumaxindustries

#### **Investor Relations**



#### Strategic Growth Advisors Pvt. Limited

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