

Date: May 19, 2022

To,
Dept. of Corporate Services
BSE Limited
Floor 25, P.J.Towers,
Dalal Street, Mumbai – 400 001

To, Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051

Scrip Code: 539725

Scrip Symbol: GOKULAGRO

Subject: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements)
Regulations, 2015 - Submission of Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015; we hereby submit the Investor Presentation for the quarter ended on March 31, 2022.

You are requested to take the information on your records.

Thanking You,

For, Gokul Agro Resources Limited

Chinar Jethwani

Company Secretary and Compliance Officer

Reg. Off.: Office No. 801-805, Dwarkesh Business Hub, Survey No. 126/1, Opp. Visamo society, B/H Atishay Belleview, Motera, Ahmedabad, Gujarat - 380005

079 67123500, 67123501, M: 99099908537, Fax: 079 67123502 CIN: L15142GJ2014PLC080010

Plant : Survey No. 76/1, 80, 89, 91, Near Sharma Resort, Galpadar Road, Meghpar – Borichi, Tal. – Anjar 370110,

Dist – Kutchh, Gujarat (India).
 02836 – 295260, 9879112574

garl@gokulagro.com 🖵 www.gokulagro.com



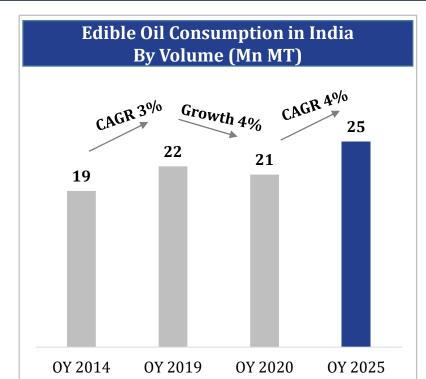
PRESENTATION PATH

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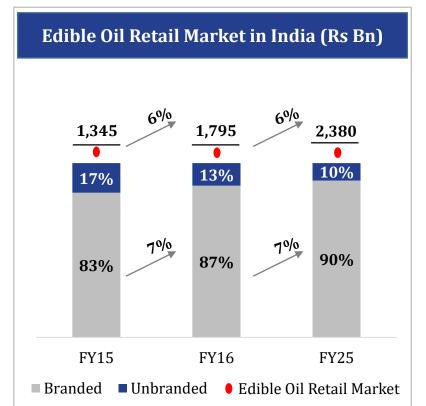
INDUSTRY OVERVIEW

EDIBLE OIL MARKET IN INDIA

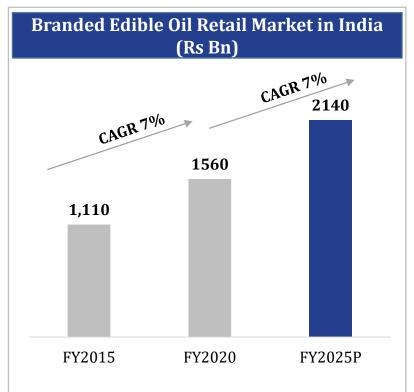




The four key edible oils, palm, soya, mustard and sunflower constitute 85-88% of the total consumption in India in terms of volume. Palm oil is primarily used by the large-scale food processing enterprises. It is also used in blended oils for domestic consumption. India imports most of its palm oil consumption.



The edible oil retail market is estimated to be INR 1,795 Bn in FY 2020 and is expected to grow at a CAGR of 6% in the coming 5 years. It has been growing steadily at a CAGR of 6% in the last five years. The share of unbranded play is consistently dropping and is estimated to shrink to $\sim 10\%$ by FY 2025



The branded edible oil market is expected to grow faster than the overall category gaining a lion's share of close to 90% of the total market in terms of value in the coming five years. It is estimated that close to 75% of the total edible oil available in terms of volume is retailed as a branded product.

OY - Oil Year (November to October)

Source: Technopak Research



KEY TRENDS AND GROWTH DRIVERS



Regional brands have been gaining scale besides the national brands



Growing ability to address rural and semi-urban demand





Rising salience of health-focused and premium segments

The shifting mindset towards building a wider Food Portfolio business





The competitive nature of the branded edible oil space

Scope for per capita consumption increase





Policy push has led to the formalisation of the edible oil industry in India

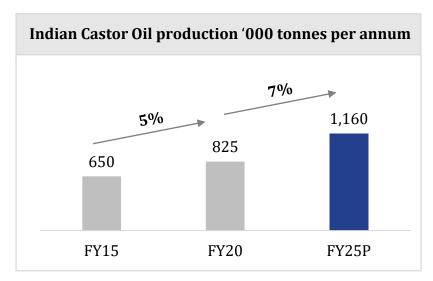


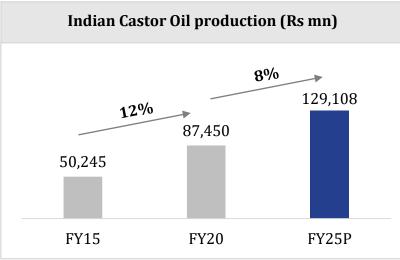


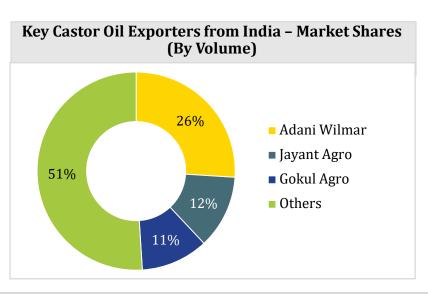
MARKET FOR CASTOR OIL & DERIVATIVES



- o India is the largest producer of castor seeds and accounts for 85% of the total global castor oil seeds production, followed by China and Brazil
- o India is the largest manufacturer and exporter of castor oil in the world and is responsible for 88% of total global exports. Industry experts (per company data)expect castor oil production to post volume CAGR of 7% over FY20-25







Growth Drivers

Value addition

Value added products of castor oil are used in various industrial applications. Indian producers are exploring opportunities for production of value-added products like Sebacic acid.

New Applications in green Products

Demand of castor oil is expected to rise in future as a potential alternative to petroleum based chemicals.

Agriculture Reforms

Government of India introduced reforms in the agriculture sector in July 2020. These laws seek to change the way marketing, procurement and storage of agricultural products is done in India.

Source: Technopak Research







COMPANY OVERVIEW

GOKUL AGRO RESOURCES LTD – A SELF-INTEGRATED ENTITY



GARL is one of the leading FMCG Companies of India with international presence dealing in the wide range of edible oils as well as industrial oil

Strong network of **Products Marketed** Flagship Brand Strategically located Revenue growth manufacturing plant at **Dealers** and **International:** Vitalife, Zaika, 15.46% **Self Owned** Gandhidham (5 year CAGR) Mahek, Richfield, **Distributors** 35 Countries **Tankers & Storage** connecting Kandala Biscopride, **Terminals** Port **Puffpride and Pride** Domestic: 17 States





VISION, MISSION & CORE VALUES



CUSTOMER SATISFACTION

A customer is someone who is at the centre of all the activities that the company performs. The company creates products which creates utmost values to its customer

EXCELLENCE

The Company constantly strives to excel in every activity it undertake and every takes to make our brand a global name

INTEGRITY

We conduct our business fairly, with honesty and transparency. We believe that our actions must stand the test of public scrutiny

LEADERSHIP

We are committed to ourselves to become a leader in all aspects of the businesses that we undertake and being followed by the rest

INNOVATION

A corporation's growth cannot only be derived from incremental sales, an organization reaches to saturation point faster unless it does not remain innovative. Our leadership is fully aware of this phenomena and hence we are committed to innovate new ideas, products and process which will create sustainable growth for us and keep our customers served in the highest possible manner



To become an Indian MNC who touches lives of millions through its high quality products produced with advanced technologies & processes, and served globally

To create a brand that is familiar and liked by every households within country

To become a true Indian MNC with Pan India presence and operations across the globe

To create best value proposition to investors, vendors & society

To uphold the principles of Corporate Governance

KEY MILESTONES



FY 2014

Incorporation of the Company

FY 2016

Listing of Securities of **GARL** on BSE and NSE

FY 2018

Automation of Packaging unit

Setting up of Mustard Plant

Setting up of Liquid Cargo Terminal of Approx. 60,000 MT

FY 2022

Acquisition of Land for setting up of Refinery at Krishnapatnam, Andhra Pradesh

Crossed Turnover of Rs. 10,000 Croress

Expansion of Loading /unloading capacity by 3000 MT/Day

FY 2015

Approval of Scheme of Arrangement in nature of Demerger and Issue of Order by Hon'ble High Court of Gujarat

FY 2017

Setting up of Dewaxing plant for Sunflower and Rice Bran Oil

Setting up of Castor Derivatives Plant (200 TPD)

Setting up of Own Warehousing Facility at Kandla Port in 80,000 sq ft area

Increased capacity of Edible Oil Plant by 400 TPD

FY 2021

Increased Refinery Capacity by 1,200 TPD (Total – 3,400 TPD)

Commissioning of 2.7 MW Solar **Power Plant**

MANUFACTURING CAPABILITIES (1/3)





MUSTARD PLANT



EDIBLE OIL REFINERY

2800 MT/DAY
OIL REFINING



SOYA PLANT

1500 MT/DAY
SEED CRUSHING

GROUNDNUT PLANT





MANUFACTURING CAPABILITIES (2/3)





CASTOR PLANT













MANUFACTURING CAPABILITIES (3/3)



Silos (in MT)

Storage Tank (in MT) Storage Godown – Seed & DOC (in MT) Kandla Liquid
Storage
Terminal
(Imported Oil)
(in MT)

Kandla Port Dry Cargo Warehouse

EDIBLE

27,000

37,500

30,500

10,000

60,000 (30 Tanks) 80,000 Sq. Ft

NON-EDIBLE

10,000

9,100



PRODUCT BASKET (1/2)



<u>vitalifë</u>













REFINED SOYABEAN OIL

KACHI GHANI MUSTARD OIL

GROUNDNUT OIL

REFINED COTTONSEED OIL

REFINED SUNFLOWER OIL











PRODUCT BASKET (2/2)













The same











GEOGRAPHICAL PRESENCE - DOMESTIC FOOTPRINT



1	Rajasthan
2	New Delhi
3	Gujarat
4	Punjab
6	Haryana
6	Himachal Pradesh
7	Jammu & Kashmir
8	UP
9	Uttarakhand
10	Madhya Pradesh
•	Chandigarh
12	West Bengal
B	Assam
14	Meghalaya
15	Maharashtra
16	Karnataka
•	Telangana



Business Footprint

GARL is a supplier of choice for multiple territories across 36 countries and in India - Gujarat, Rajasthan, New Delhi, Haryana, Punjab, Himachal Pradesh, Jammu Kashmir, Chandigarh, Uttar Pradesh, Uttrakhand, West Bengal, Assam, Meghalaya, Madhya Pradesh and Maharashtra.

Our global and national footprint spreads across a wide array of edible oils for various uses - cooking, baking, sweets and confectionaries.

GEOGRAPHICAL PRESENCE – EXPORT MARKETS



1	Argentina
2	Belgium
3	Canada
4	China
5	Egypt
6	France
7	Germany
8	Italy
9	Japan
10	Kenya
11	Kuwait
12	Lebanon
13	Malaysia
14	Netherlands
15	North Korea
16	Philippines
17	Russian Fed.
18	Singapore
19	South Africa

20	South Korea
21	Spain
22	Taiwan
23	Thailand
24	Turkey
25	United Kingdom
26	USA
27	Vietnam
28	Bhutan
29	Brazil Colombia
30	Hong Kong
31	Indonesia
32	Iran
33	Mauritius
34	Morocco
35	U. A. E.



ESTEEMED CLIENTS



Domestic Clients



















International Clients



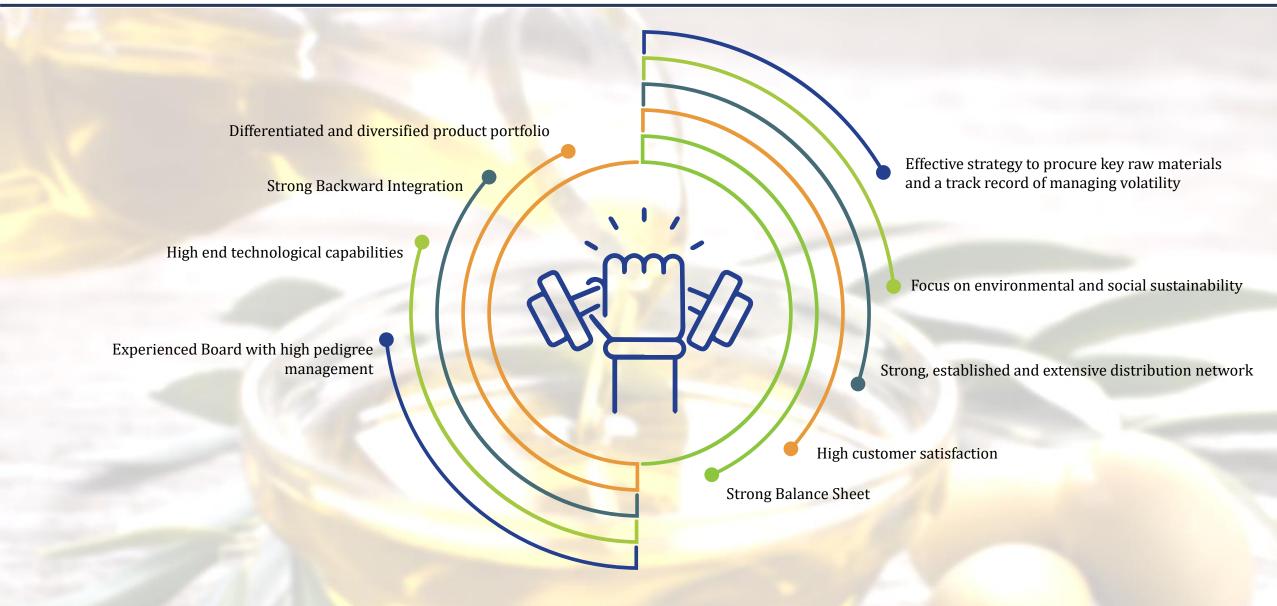






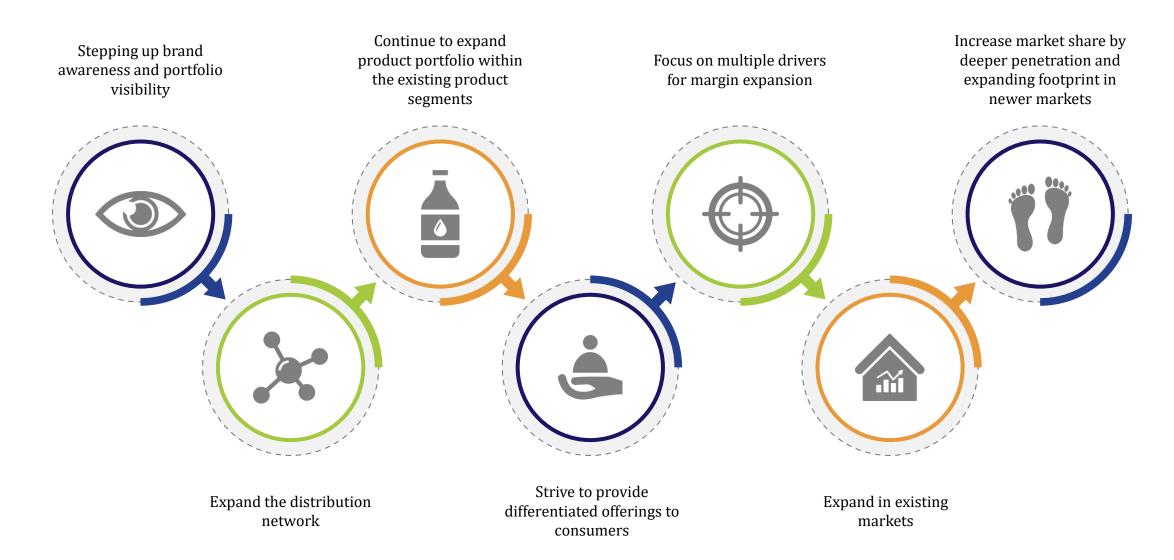
COMPETITIVE STRENGTHS





BUSINESS STRATEGIES



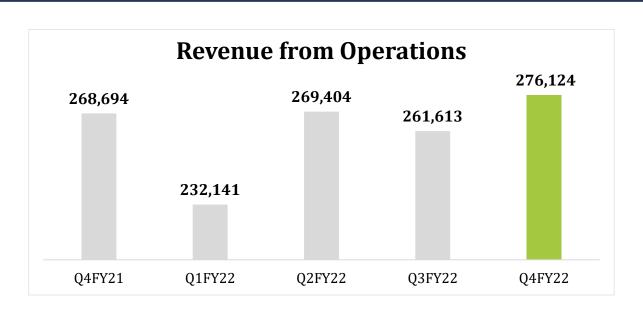


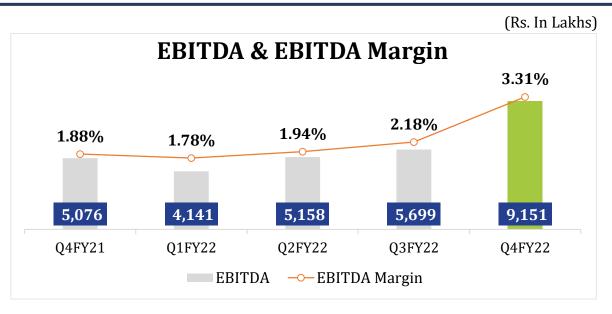


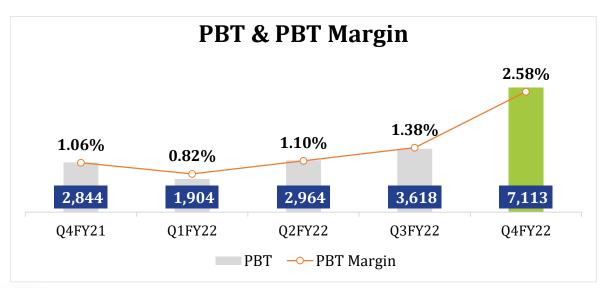
FINANCIAL HIGHLIGHTS

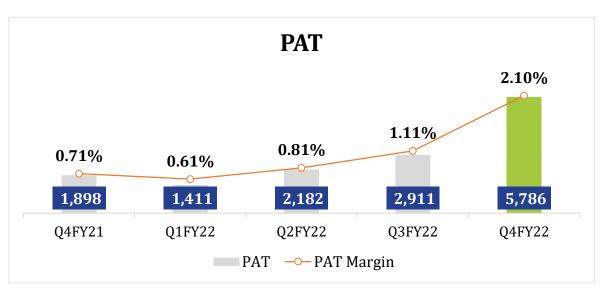
RESULT SUMMARY – Q4FY22





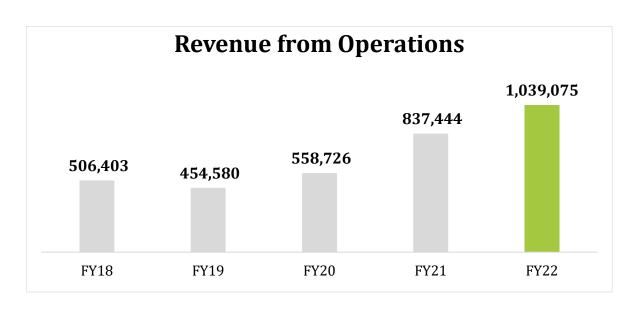


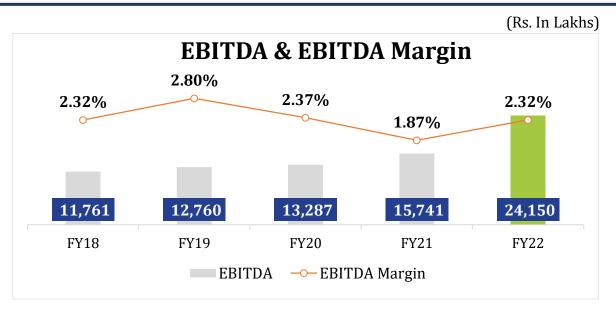


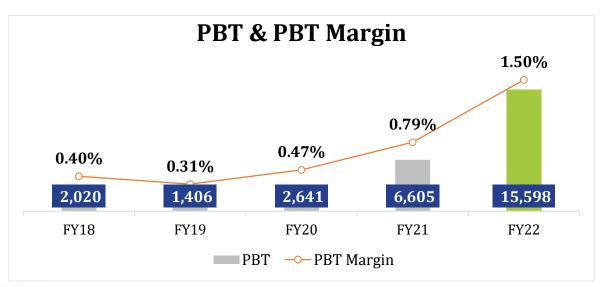


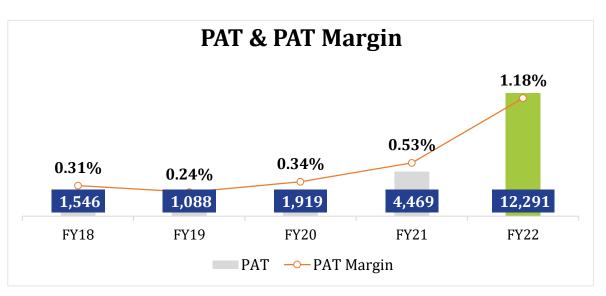
FINANCIAL PERFORMANCE (1/2)







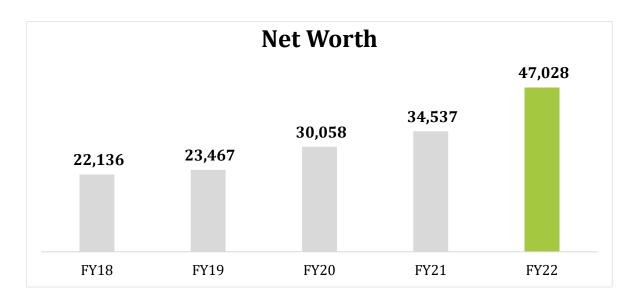


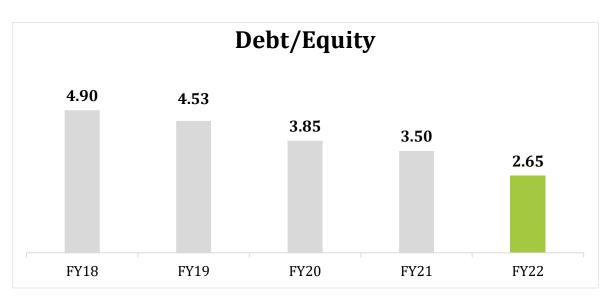


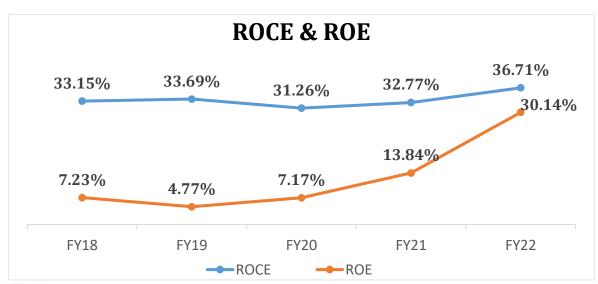


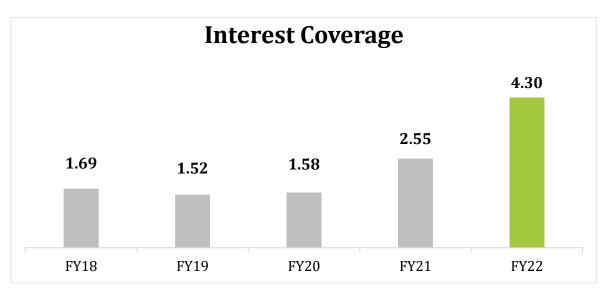
FINANCIAL PERFORMANCE (2/2)













INCOME STATEMENT – Q4FY22 & FY22 (CONSOLIDATED)



Rs in Lakhs	Q4FY22	Q4FY21	YoY (%)	Q3FY22	QoQ (%)	FY22	FY21	YoY (%)
Revenue from Operations	276,124	268,695	3%	261,613	6%	1,039,075	837,444	24%
Other Income	552	569	-3%	346	60%	1,660	1,659	0%
Total Income	276,676	269,263	3%	261,959	6%	1,040,735	839,102	24%
Expenditure								
Cost of materials consumed	233,103	207,197	13%	233,682	0%	944,009	649,023	45%
Purchase of stock-In-trade	40,129	40,419	-1%	5,150	679%	67,681	143,251	-53%
Changes in inventories of finished goods, work in progress and stock-intrade	-13,054	10,429	-225%	11,341	-215%	-21,695	9,841	-320%
Employees benefits expense	906	801	13%	955	-5%	3,315	2,876	15%
Finance Costs	1,336	1,480	-10%	1,357	-2%	5,622	6,162	-9%
Depreciation and amortization expense	703	752	-7%	724	-3%	2,930	2,975	-2%
Other Expenditure	6,441	5,341	21%	5,133	25%	23,275	18,371	27%
Total Expenses	269,563	266,419	1%	258,341	4%	1,025,137	832,497	23%
Profit/(Loss) before exceptional items	7,113	2,844	150%	3,618	97%	15,598	6,605	136%
Exceptional Items	0	0		0		0	0	
Profit/(Loss) before tax	7,113	2,844	150%	3,618	97%	15,598	6,605	136%
Tax Expense	1,326	946	40%	707	87%	3,308	2,136	55%
Net Profit	5,786	1,898	205%	2,911	99%	12,291	4,469	175%
EPS in Rs. :-								
Basic	4.25	1.44		2.17		9.02	3.39	
Diluted	4.25	1.44		2.17		9.02	3.39	

Investor Presentation

BALANCE SHEET - FY22 (CONSOLIDATED)



Rs in lakhs	FY21	FY22
Non Current Assets		
Property, plant & equipment	21,755	24,959
Capital work-in-progress	440	1,699
Intangible assets	8	8
Right of Use of Asset	1,518	1,426
Investments	0	0
Other Financial Assets	583	584
Other non-current assets	352	4,211
Total non-current assets	24,655	32,887
Current Assets		
Inventories	36,762	73,517
Investments	1,442	102
Trade receivables	55,834	20,760
Cash and cash equivalents	4,329	11,728
Bank Balance	19,039	21,238
Loan	2,450	3,368
Others	446	291
Other current assets	10,397	7,819
Total Current Assets	1,30,699	138,823
Total Assets	1,55,354	171,709

Rs in lakhs	FY21	FY22
Equity & Liabilities		
Share capital	7,138	2,861
Other equity	27,399	44,167
Total equity	34,537	47,028
Liabilities		
Borrowings	2,302	8,111
Lease obligations	1,471	1,458
Long term provisions	171	185
Deferred tax liabilities (net)	643	1,205
Total non-current liabilities	4,587	10,958
Current Liabilities		
Borrowings	16,158	20,784
Lease liabilities	188	178
<u>Trade payables</u>		
Due To Micro, Small and Medium Enterprises	0	191
Due to Others	96,074	87,497
Other financial liabilities	607	955
Other Current liabilities	1,726	3,463
Current Tax Liabilities (Net)	1,405	566
Short-term provisions	73	89
Total current liabilities	116,231	113,723
Total Equity and Liabilities	155,354	171,709

ANNEXURE

BOARD OF DIRECTORS (1/2)





Mr. Kanubhai J. Thakkar (Chairman & Managing Director)

Mr. Kanubhai Thakkar aged 60 years, a resident Indian national, is a Promoter-Director of our Company.

Mr. Kanubhai Thakkar is currently serving as a Managing Director and has been instrumental in the formation of the group. He started as a commodity trader and has about 3.5 decades of experience in edible oils. He is the recipient of the "Oil Man of the Year" award in the year 2005 from 'Globoil India'.

He is actively involved in the business development activities and major expansion initiatives undertaken by the group. He plays a vital role in the hedging activities undertaken by the Company. He was instrumental in setting up & developing a subsidiary in Mauritius to establish a presence in global market. Under his able leadership our Company is expanding its Gandhidham plant.

Presently he is the Chairman of Western Zone Solvent Extractors' Association of India and an office bearer of various committees like; SEA International Oil and Oil mill Trade Council, SEA Imports Vegetable Oil Processors Council, SEA Castors Seed and Oil Promotion Council.



Mr. Jayesh Thakkar (Managing Director)

Mr. Jayesh K. Thakkar, aged 32 years, is Managing Director of the Company. He has done Mechanical Engineering from BITS, Pilani, UAE and Masters in Management and Strategy from The London School of Economics and Political Science, London. He was awarded Merit Scholarship for B.E. (Hons.) in Mechanical Engineering from the Birla Institute of Science & Technology, UAE. During his studies at London, he had been a Member of Management & Strategy, Finance Society and Alternative Investment Society at LSE.

He has overall experience of more than 7 years in Corporate Planning field with Gokul Group. He has been actively looking after the business of the Company and Future Planning and Strategies Formulation for the Company.

BOARD OF DIRECTORS (2/3)





Mr. Ashutosh J.
Bhambhani
(Whole-time Director)

Mr. Ashutosh J. Bhambhani, aged 64 years, is the Whole-time Director of the Company. He is an efficient Cost & Management Accountant by profession. He has about 20 years of Work Experience in the field of Industry, including multinational company, and about 18 years in the field of Professional Academics. He has his Special Interest in the field of Management Control Systems, Cost and Management Accountancy, Taxation and Project Finance. Besides attaining success in the Professional Field, he also undertakes Social Activities being associated with Bharat Vikas Parishad and other Local Social Organizations. He is also serving as a chairman of Kutch-Gandhidham Chapter of the Institute of Cost Accountants of India. His association with Gokul Agro Resources Limited shall further enhance the Performance of the Company.



Mr. Keyoor Bakshi (Independent Director)

Mr. Keyoor Bakshi, aged 64 Years, is an Independent Director of our Company. He holds a Bachelors Degree in Commerce and LL.B. He is a Practicing Company Secretary by Profession. He has attained Expertise in the field of Corporate Governance, Corporate and Securities Compliance Management, Secretarial Audit, Due Diligence, Mergers, Acquisitions and Takeovers, Public offerings of Securities and appearances before the Company Law Board, SEBI and Securities Appellate Tribunal. He has served as a visiting Faculty for M.B.A. Programme and has contributed Articles in the areas of Professional Interest in Professional Journals and Business Newspapers. He is presently a Director in Infibeam Incorporation Ltd., Innovative Tyres and Tubes Ltd., Kiri Industries Ltd., Quant Capital Ltd., Saanvy Advisors Ltd. With more than 40 years of ingenious Experience in the area of Corporate Laws, Finance and Management his contribution to the Company will inevitably cross the boundaries of achieving Success.

BOARD OF DIRECTORS (3/3)





Mr. Pankaj Kotak (Independent Director)

Mr. Pankaj Kotak, aged 54 Years, is graduated with Bachelor's of Law (LL.B) from Gujarat University, Ahmedabad. He also holds Master's Degree in English Literature (M.A), Master's Degree in Marketing (MBA – Marketing), Masters of Philosophy in English Literature (M.Phil) and PGP PMP (Post graduate Program in Public Management and Policy). He is currently holding the position of Head of Business Department, Gujarat with K. Raheja Corporation since 2008. He has also served Gujarat Government as a Deputy Collector G.A.S (Gujarat Administrative Service). He is also having versatility in the fields of teaching, music, drama, theatre etc. He is academically active in conducting study programs, preparation of various projects, research activities for students pursuing graduation and post graduation courses.



Ms. Pooja H. Khakhi (Independent Director)

Ms. Pooja H. Khakhi, aged 29 Years, is an Independent Director of Our Company. By profession, she is a Company Secretary. She holds a Bachelors Degree in Commerce and LL.B. She has also Pursuing Masters Degree from Indira Gandhi National Open University. She has also done Certified Courses like Diploma in Legal Studies, Fundamentals of Business Law, Laws and Judicial Systems, Adversary Trial System and Contract Laws. Her Art to handle Administrative activities will further contribute towards the development of the Company.

KEY MANAGEMENT TEAM (1/2)





Mr. Dipak Thakkar (Director EXIM)

Mr. Dipak Thakkar is currently serving as a Director - EXIM with the Company. He is done with his higher studies in the streams of Engineering and Business Management. He has done his B.E. (Hons.) Mechanical Engineering from BIST, Pilani at UAE and Masters in Business Administration from Management Development Institute of Singapore. He has also been well versed with Export - Import Procedures and Documentations and Comprehensive Framework for Stock Market, Nifty, Currency, etc. along with its Technical Analysis. He has overall experience of more than 6 years with leading Corporates at UAE and with Gokul Group as well.



Mr. Nilesh Thakkar Director (Marketing)

Mr. Nilesh Thakkar is serving as a Director (Marketing) with the Company. He is a Seasoned Marketing Professional with an experience of 3 years of building brand, accelerating growth and crafting business turnarounds.

He is skilled in Sales, Brand Building and Brand Management, New Product Development, Brand Strategy and Market Research. Strong marketing professional with a B.COM from H.L College of Commerce and Master of Business Administration - MBA focused in

Entrepreneurship/Entrepreneurial Studies from Institute of Management, Nirma University.

KEY MANAGEMENT TEAM (2/2)





Mr. Hitesh Thakkar (Chief Executive officer)

Mr. Hitesh Thakkar, CEO of the Company is Professional Engineer with over more than 15 years of experience in setting up and operating edible oil plants. He is having strong experience in the areas of project management, operations, developing relationship with institutional buyers, expanding distribution network He has played a vital role in the growth story of Gokul Group by leading project teams to set-up seed processing and extraction plants, refineries and power plants at Sidhpur, Gandhidham and Haldia.



Ms. Dhara Chhapia (Chief Financial Officer)

Ms. Dhara Chhapia – Chief Financial Officer is a member of the Institute of Chartered Accountants of India (ICAI). Her academic qualifications include Bachelor of Commerce (from H.L. College of Commerce) and CA (from ICAI). She has a total experience of more than 13 years in banking sector which includes 10 years of work experience in State Bank of India and around 3 years of work experience in Private Sector Bank. In her banking career, she looked into Corporate Banking profile. She possesses good command over Corporate Lending, Project Finance, Financial Planning & Budgeting and Team Management.



Ms. Chinar Jethwani (Company Secretary & Compliance Officer)

Ms. Chinar Jethwani is a Fellow Member of the Institute of Company Secretaries of India. She possesses Academic Qualifications such as Bachelors in Commerce, CS, Diploma in Legal Studies and LLB. She also holds Masters of Commerce in Business Policies and Corporate Governance. She is having more than 9 years of experience with Public Listed Companies and an NBFC. She has also served as a member to the Legal Advisory Committee of Gujarat Chamber of Commerce and Industries, and currently serving as an Independent Director on the Board of Gujarat based companies.

CERTIFICATES (1/2)







Agmark



HALAL



FSSI



ISOQAR OHSAS



AEO



Excise-Registration



CERTIFICATES (2/2)



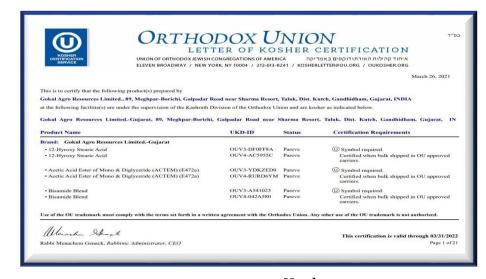








ISO-22000



Kosher



ISO-45001



3 Star Export House



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AWARDS













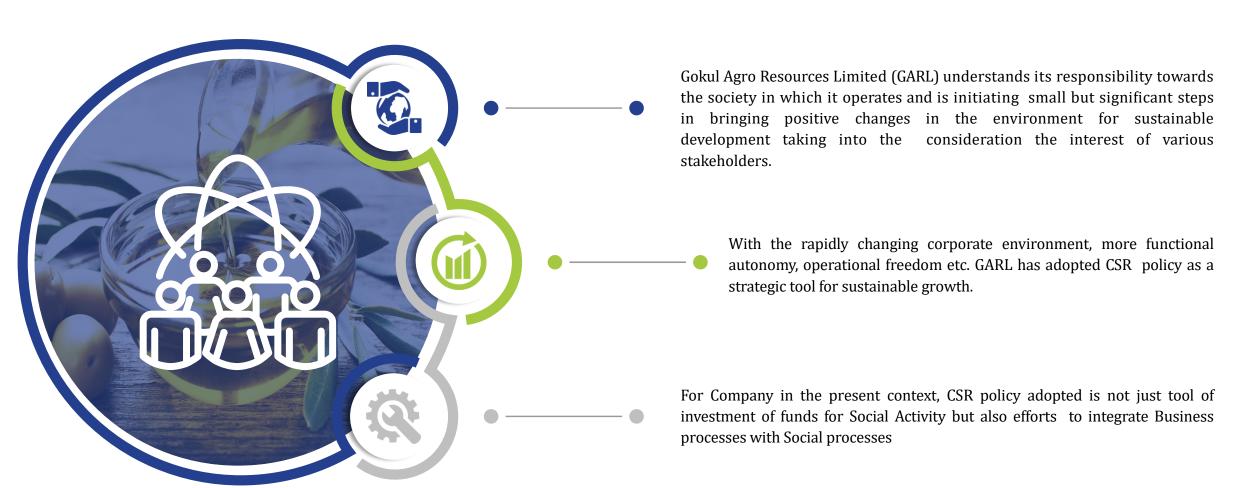






CORPORATE SOCIAL RESPONSIBILITY





CORPORATE SOCIAL RESPONSIBILITY



GARL Focuses upon following measures while Planning and Conducting CSR activities.

Ensuring environmental sustainability, ecological balance, protection of flora and fauna, animal welfare, agro-forestry, conservation of natural resources and maintaining quality of soil, air and water

Protection of national heritage, art and culture including restoration of building and sites of historical importance and works of art; setting up public libraries; promotion and development of traditional arts and handicrafts

Eradicating hunger and poverty and malnutrition, promoting preventive health care and sanitation and making available safe drinking water

Rural development projects



Promoting gender equality and empowering women, empowering women, setting up homes and hostels for women and orphans; setting up old age homes, day care centers and such other facilities for senior citizens and measures for reducing inequalities faced by socially and economically backward groups

Promotion of education, including special education and employment and employment enhancing vocation skills among children, women, elderly and the differently abled and livelihood enhancement projects

14 bed Jasodaba hospital







- Environmental, social, and corporate governance is an approach to evaluating the extent to which a corporation works on behalf of social goals that go beyond the role of a corporation to maximize profits on behalf of the corporation's shareholders.
- o Our efforts at sustainable development aim at achieving highest standards in terms of Environment, Social and Governance practices.
- We continuously strive to improve our efforts towards creating a better environment by implementing various measures covering majority of the aspects so as to reduce our impact on the environment.
- o Our continuous support towards the local communities aims at building resilient communities, inculcating diversity, supporting strategic institutions, empowering farmers.
- We follow fair and robust governance practices by improving our code of conduct with efficient policies while maintaining business ethics.



ENVIRONMENTAL MEASURES



Physical Risk Mitigation

Environmental physical risks include aspects like water stress, high intensity carbon or other greenhouse gas emissions, hazardous waste generation etc.

Water Security

Describes our fundamental and societal goal of water policy and management, whereby we consider productive potential of the water used.

Energy

Conserving energy is one of the vital components and focusing on the use of renewable energy is an efficient way in reducing our carbon footprint.

Solid Waste Management

It is a key component and an integral part of Environmental aspects. Managing waste can be carried out in multiple ways; controlling generation of waste & tactful managing the generated waste.

Bio-diversity

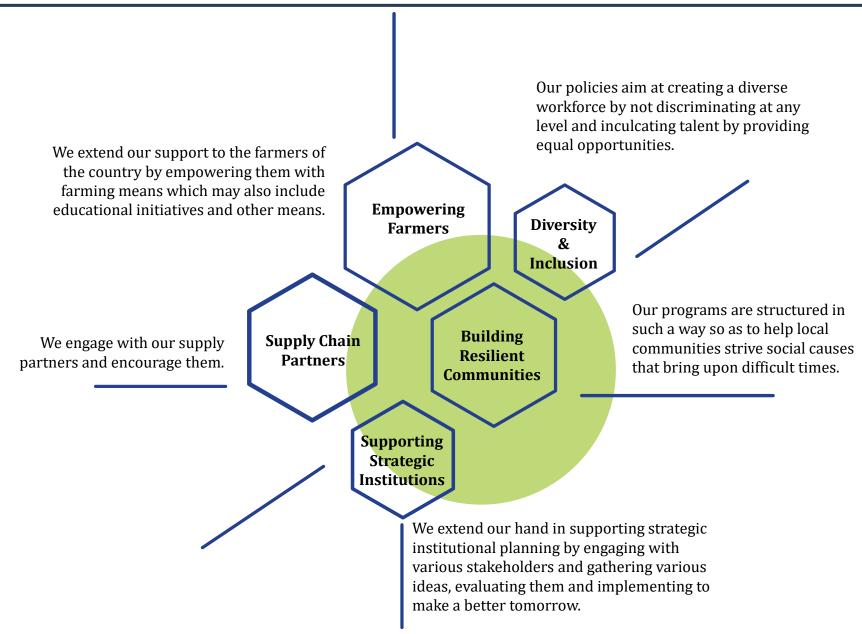
We aim to preserve the biodiversity around our operational areas.





SOCIAL MEASURES





GOVERNANCE PRACTICES





We believe in ethically sound business practices and integrity.

We identify of any potential risks, analyse evaluate those risks and implement risk management approaches.

We are developing sustainability compliance and aim at reviewing the same periodically, thereby making our company more sustainable.

Our board guides through policies for robust governance practices and strategies.

We have a code of conduct which aligns everyone at our organisation.

SHAREHOLDERS INFORMATION



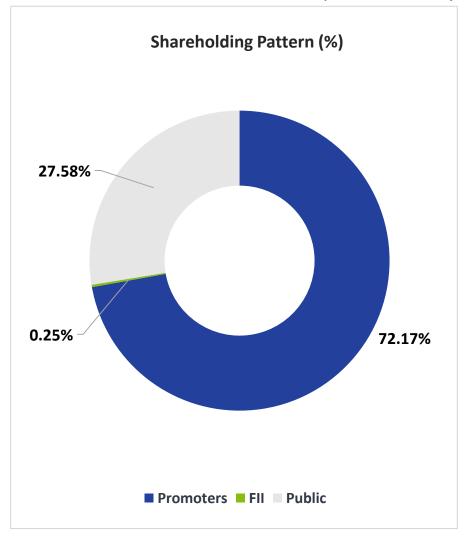
Stock Information (as on 26th April 2022)

Market Capitalization (₹)	1,531 Cr
Shares Outstanding	14.30 Cr
Free Float	459 Cr
Symbol (BSE) / (NSE)	539725 / GOKULAGRO

Stock Performance Chart (as on 26th April 2022)



(As on 31st March 2022)





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