

LATL:CS:IP:2024-25

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 - 400001	Bandra Kurla Complex,
	Bandra (E), Mumbai – 400051
Security Code: 532796	Symbol : LUMAXTECH

Subject: Investor Presentation for the 3rd Quarter and Nine Months ended December 31, 2024

Dear Sir/Ma'am,

Please find enclosed herewith the Investor Presentation of the Company for the 3rd Quarter and Nine Months ended December 31, 2024.

The same shall also be made available on the website of the Company at www.lumaxworld.in/lumaxautotech.

This is for your information and records.

Thanking you,

For Lumax Auto Technologies Limited

Pankaj Mahendru Company Secretary & Compliance Officer ICSI Membership No. A28161

Encl: As stated Above



CIN: L31909DL1981PLC349793



Lumax Auto Technologies Limited



Q3 &9MFY25 Investor Presentation

Safe Harbor



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About Lumax Auto Technologies



Leading Auto Component Manufacturer having a Tier I relationship with all OEMs in India

10

JVs with market leaders in Gear Shifter Systems & Vehicle Interior Comfort Systems 13

Product Lines

EV agnostic products

28

Manufacturing facilities located in seven states, strategically positioned with proximity to customers

20+

Established, long-term relationships with prominent clients in the automotive sector

3

1 R&D & 2 Engineering centers with >400 engineers dedicated to continuous product development

575+

Channel partners for After-Market segment with more than 27,500 retail touch points

Key Financial Parameters (FY24)

Rs. 2,800+ crs

37%

>14%

>25%

Rs. 400 crs

Revenue

CAGR Revenue growth last 3 years

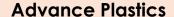
EBIDTA Margins

RoCE

Free Cash

Diversified Product Portfolio





Air Intake Systems

Louvers



Cockpit & Consoles **Door Panels**



Headliners







Tail Lamps



Mechatronics



Wiper Blade

Power Window Switch









Telematics Control Unit Shark Fin Antenna







LF Antenna

Structures & Control Systems



Gear Shifter



Control Housing

Frames



Monostable E-shifter

Swing Arms



Smart Actuator



Urea & Plastic Fuel Tanks

Head Lamps

Shift Tower



Seating Structures

Aftermarket



Filters

Horn Engine Oil



Gear Knob



Lubricants







GROUP

Door Visor And Many More...

Mirrors

Alternate Fuels

LUMNX



PRE-BEND TUBES



















H2 RECEPTACLE

H2 RE-FUELLING PANEL

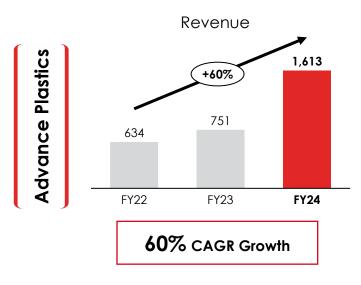
EV Agnostic Product Portfolio

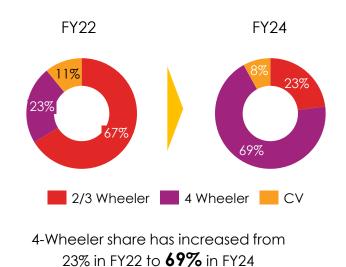


Segment	Product Categories	Products Lines	ICE	EV	Content per Vehicle (Rs.)
		Cockpits & Consoles	✓	✓	
	Headliners	✓	✓		
		Door Panels	✓	✓	
	Advance Plastics	Trims	✓	✓	
		Louvers	✓	✓	
		Air Intake Systems	✓	X	
		Tanks	✓	✓	70K – 75K
		Power window switch	✓	✓	
4W	Mechatronics	Telematics Control Unit	✓	✓	5X Growth
-111		Antennas	✓	✓	Last 5 years
		Gear Shifters	✓	✓	•
		Control Housing	✓	✓	
		Monostable E-shifters	✓	✓	
	Structures & Control Systems	Smart Actuator	✓	✓	
		Shift Tower	✓	✓	
		Seating Structures	✓	✓	
	Alternate Fuels	CNG delivery System	NA	4	
	A drawn a a Diwation	Lamps	✓	✓	15K – 18K
	Advance Plastics	Fenders	✓	✓	
2W	Mechatronics	O2 Sensors, TPS & IVI	✓	✓	4X Growth
	Characharas O Combast Combast	Frames	✓	✓	Last 5 years
	Structures & Control Systems	Swing Arms	✓	✓	, , , , , , , , , , , , , , , , , , , ,

Expanding presence with Spectrum of Solutions







Key Customers:

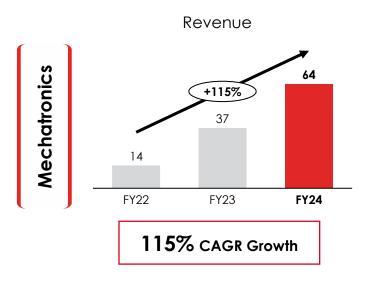
Bajaj, M&M, Tata, MG, Toyota, Volkswagen, HMSI, HCIL, Fiat, Skoda, Renault, Nissan, Hero, After Market

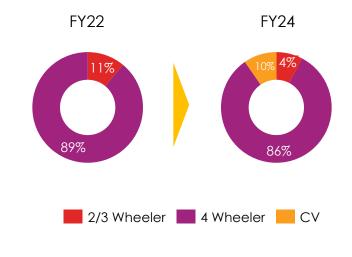
Key Entities:

LATL IAC Lumax Cornaglia

Outlook

- Huge cross selling opportunities among existing customers and addition of new customer
- New products like interior lighting, Expansion tank, Roto Roof, PFT, De-Gasing etc
- New customer addition for lighting in FY24; expecting ramp up in current year
- Focus on penetration into LED lighting
- Order book of ~Rs. 660 crs





Key Customers:

MSIL, Honda, Toyota, Daimler

Key Entities:

Lumax Alps Lumax Yokowo Lumax Ituran Lumax FAE

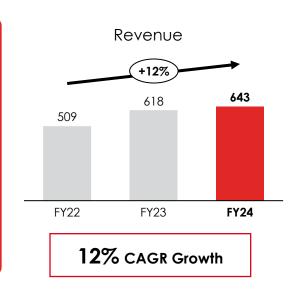
Outlook

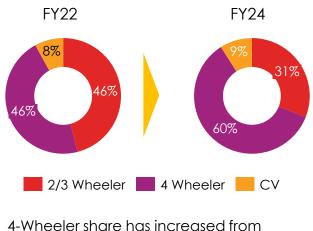
- Huge opportunity in terms of wallet share in new model launches
- Incremental wallet share among existing customers
- Addition of new customers & new product addition
- Order book of ~Rs. 320 crs

Expanding presence with Spectrum of Solutions



Structures & Control Systems





4-Wheeler share has increased from 46% in FY22 to **60%** in FY24

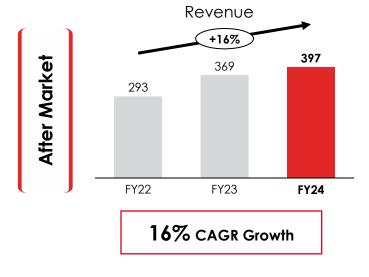
Key Customers:

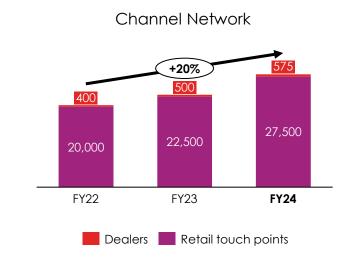
MSIL, M&M, Toyota, Tata, Honda, Daimler, Bajaj, Fiat, Piaggio

Key Entities: LATL Lumax Mannoh Lumax Jopp

Outlook

- Increase in wallet share among existing customers
- Addition of new technology driven products
- Penetration into premium & EV segment
- Order book of ~Rs. 170 crs





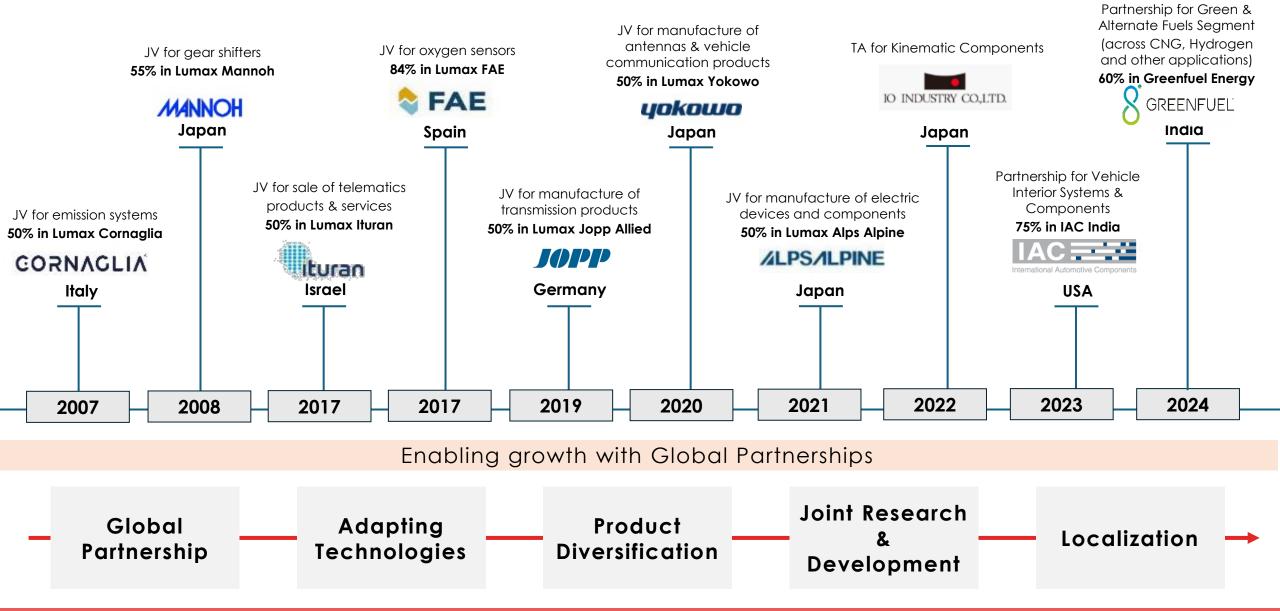
Key Entities: LATL

Outlook

- Expansion of Channel network & Exports sales
- · Addition of Product line

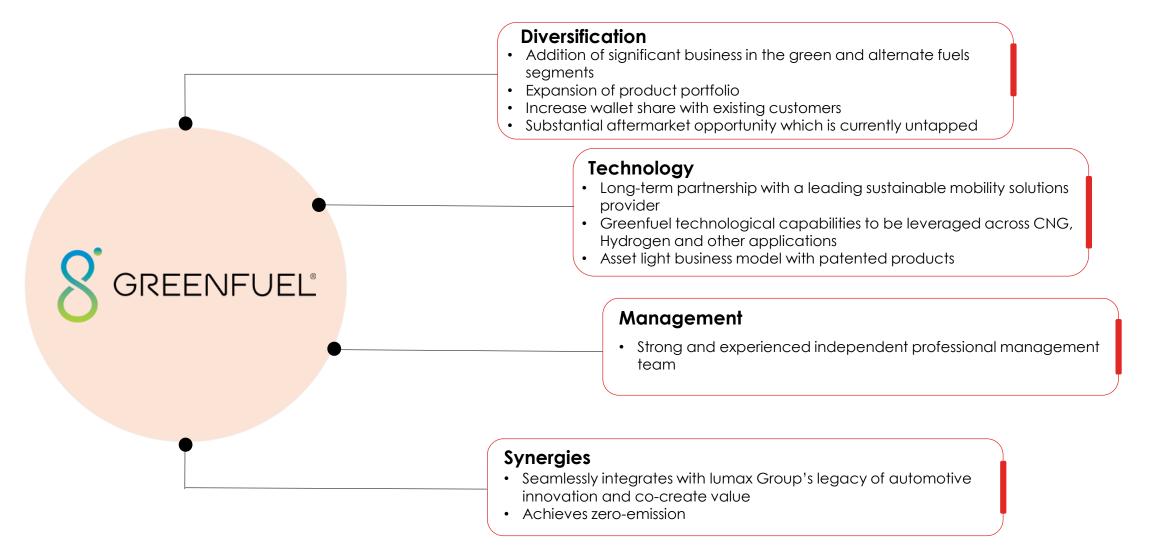
Localization in collaboration with Global Partners





Acquisition of Greenfuel to unlock Diverse Growth Opportunities





Greenfuel is industry leader in Alternate Fuel Systems to key automotive OEMs in India

Strategic Manufacturing Locations in Proximity to Customers

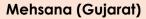


Manesar & Gurugram (Haryana)

No of Plants - 9







No of Plants - 1

Pithampur (Madhya Pradesh)

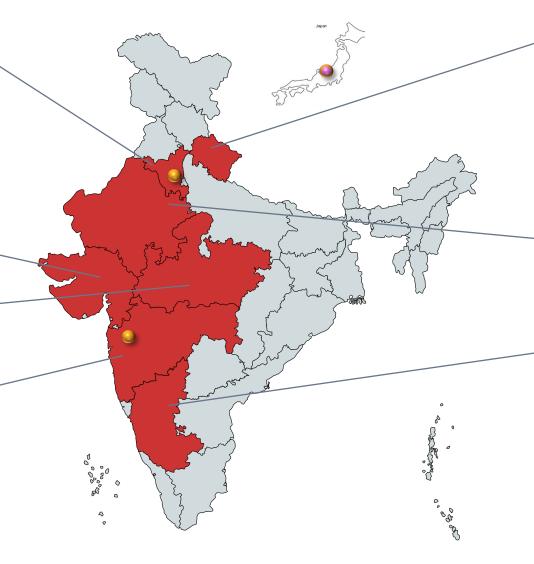
No of Plants - 1

Pune, Nashik & Waluj (Maharashtra)

No of Plants - 10







Pantnagar (Uttarakhand)

No of Plants - 3





Bhiwadi (Rajasthan)

No of Plants – 1

Bangalore (Karnataka)

No of Plants - 3





28 Plants in 7 States



1 satelite office in Japan

Enhancing the Path to Innovation



Government certified in-house **R&D center and an Engineering Center**, indicating a strong commitment of developing Cuttingedge Technologies

To **integrate and inculcate R&D strengths** of global partners to leverage, develop, and manufacture locally according to the needs of the Indian market

In-house testing & validation facilities

350+
Engineers for ongoing product development

Joint Product
Development &
Designing
capabilities for
OEM's

Received One PATENT & Applied for Six more

Product Design and Engineering | Dimensional Engineering | Product Development | Program Management | Tooling Development









Upholding excellence in Corporate Governance

LUM/X

Board of Directors



Mr. Dhanesh Kumar Jain Chairman

Over 50 years of experience in the automotive industry in management, operations & administrative roles. He has held various industry positions



Mr. Anmol Jain 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 23 years of experience



Mr. Deepak Jain 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. Parag Chandulal Shah

BS in Computer Engineering from Illinois and General Management Program from HBS having over 25 years of experience, including various Leadership positions at Mahindra Group



Mr. Arun Kumar Malhotra

B.E Mechanical & MBA from IIM, Kolkata having over 30 years of experience



Ms. Diviya Chanana

Graduate & holds Diploma in Travel and Tourism having over 25 years of experience



Mr. A P Gandhi

Mechanical Engineer from Birla Institute of Technology, Ranchi & Senior Management program from IIM having over 5 decades of experience

Visionary Leadership Team





Mr. Vikas Marwah Chief Executive Officer Experience: 30+ Years



Mr. Sunil Koparkar Managing Director, (IAC India) Experience: 30+ Years



Mr. Akshay Kashyap Managing Director and CEO - Greenfuel Experience: 20+ Years



Mr. Sanjay Bhagat Head After Market Experience: 30+ Years



Mr. Sanjay Mehta
Director & Group CFO
Experience: 30+ Years



Mr. Ashish Dubey Chief Financial Officer Experience: 30+ Years



Mr. Pankaj Mahendru Company Secretary Experience: 15 Years

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

RE 70

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

RE 90

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

RE 100

- 25% reduction of Co₂ (Supply chain partners)
- 30% reduction of Co₂ (Supply chain partners)
- ✓ 40% reduction of Co₂ (Supply chain partners)
- ✓ Diversity ratio by 25%
- ✓ 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)







FY24-25

FY25-26

FY26-27

FY27-28

FY28-29

FY29-30

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



18% Today



We believe in upskilling women and promote gender diversity



CSR Initiatives















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

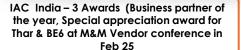
- Quality Education, Good Health and Clean Water and Sanitation.
- Students in adopted government and low-income private schools are supported through various initiatives beyond school learning in terms of Life-skills, Career counselling and guidance
- Scholarship given to continue education, personal 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



Celebrating Milestones with Awards & Accolades









LCAT– won innovation award in M&M Vendor conference in Feb 25



LATL Pune - team received BAL TPM Excellence consistency Award in BAVA Convention. Pune for 2024-25



Lumax Ituran Telematics honoured with "Hall of Fame" Award from DICV in December 2024



LATL Bangalore - received "Best QCD Performance Award" at HMSI Annual Supplier Convention Held in Mumbai in March, 2024



LATL Pantnagar - received the esteemed Special Award for TPM Achievement from Japan Institute of Plant Maintenance (JIPM) in March 2024



LATL Chakan - received the esteemed Award for Excellence In Consistent TPM Commitment from Japan Institute of Plant Maintenance (JIPM) in March 2024



Mr. Vikas Marwah, CEO - Lumax Auto Technologies Limited for being recognized as the Business Leader of the Year at the ET Ascent Awards



IAC India won the Part design & development award at Maruti Suzuki Vendor Conference 2024 at Antalya - Turkey in May 2024



LMAT - two awards in categories - Inner parts Localisation and value Analysis at MSVC 2023 hosted by Maruti Suzuki India Ltd at Dubai in May 2023

Media Coverages & Visits









Mr. Anmol Jain, Managing Director







Mr. Vikas Marwah, CEO



Q3 & 9MFY25
Operational & Financial Performance



Management Commentary





Anmol JainManaging Director

Commenting on the Q3 & 9MFY25 performance of the company Mr. Anmol Jain, Managing Director for Lumax Auto Technologies Limited said,

"We are delighted to announce yet another milestone quarter, achieving our highest-ever quarterly revenue of Rs. 906 crores, marking an impressive year-on-year growth of 24%. Additionally, our EBITDA reached an all-time high of Rs. 127 crores, with margins at 14%. This outstanding performance has been driven by robust performance in standalone business with two main customers Bajaj Auto & HMSI witnessing strong growth coupled with strong growth in subsidiaries.

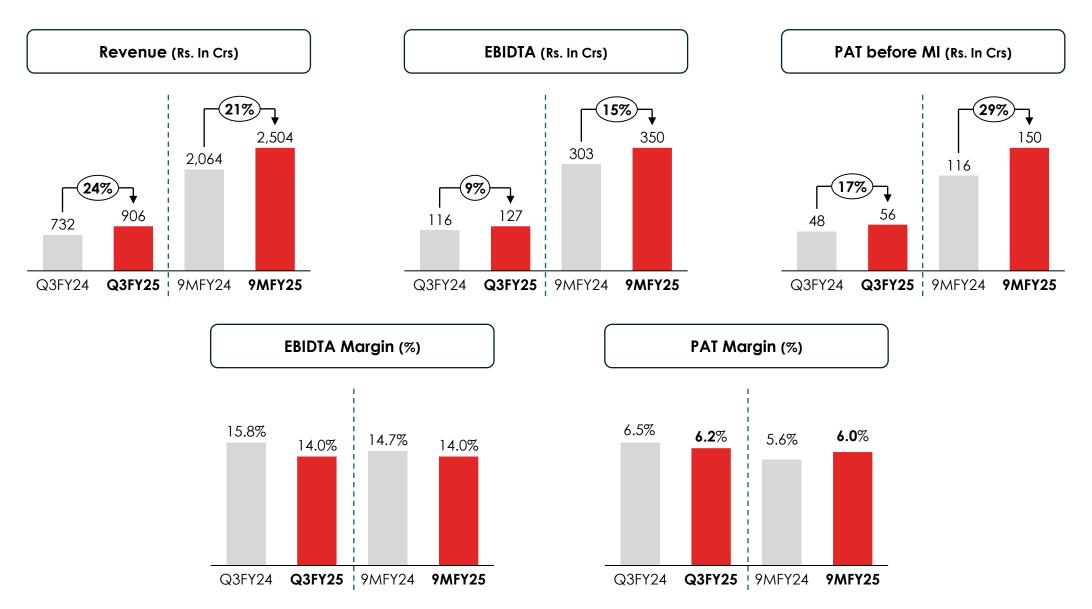
This quarter witnessed better demand in the passenger vehicle (PV) segment, supported by a buoyant festive season and attractive OEM discounts that helped uplift consumer sentiment. The two-wheeler segment also experienced sustained momentum, driven by an improving consumer outlook with demand notably stronger in premium models compared to the entry-level segment. In response to evolving market dynamics, we remain committed to enhancing our product portfolio and increasing our kit values across both PV and two-wheeler categories. By introducing new and advanced offerings in collaboration with our esteemed joint venture partners from across the globe, we continue to strengthen our position as a key supplier to OEMs.

A significant milestone for us this quarter was the successful completion of our acquisition of Greenfuel Energy Solutions. This strategic move marks our entry into the alternate fuel space, aligning with our vision for sustainable and innovative growth. The acquisition not only complements our existing business but also presents an exciting opportunity to drive synergies and expand our capabilities in clean energy solutions.

As we move forward, we remain focused on delivering excellence through innovation, strategic growth initiatives, and strong execution. With a customer-centric approach and a commitment to sustainability, we are confident in our ability to drive long-term value for all stakeholders"

Q3 & 9MFY25 – Financial Snapshot





*Includes Financials for Greenfuel Energy Solutions Pvt. Ltd. from 26th November 2024 (acquisition date) to 31st December 2024 with revenue of Rs. 23 cr & EBITDA of Rs. 4 cr in Q3 & 9M FY25

9MFY25 – Product Category Wise Revenue Performance

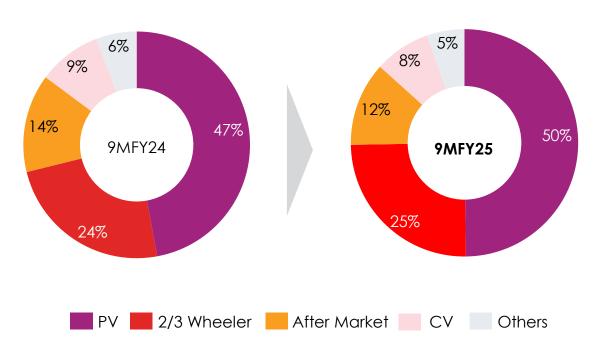


	9MFY24	9MFY25	Y-o-Y (%)	Percentage of Total Revenue
Advance Plastic	 1,204	1,420	18%	57%
Mechatronics	 38	67	75%	3%
Structures & Control Systems	 471	512	9%	20%
Aftermarket	 290	298	3%	12%
Alternate Fuels	 -	23	+100%	1%
Others	 61	184	+100%	7%
Total	 2,064	2,504	21%	100%

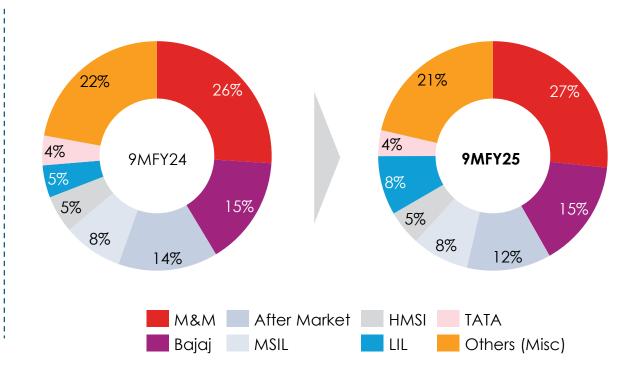
9MFY25 – Segment & Customer wise Performance





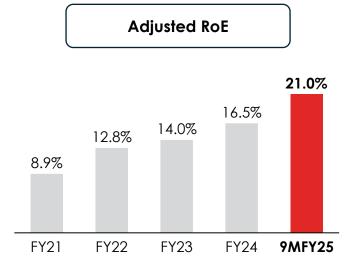


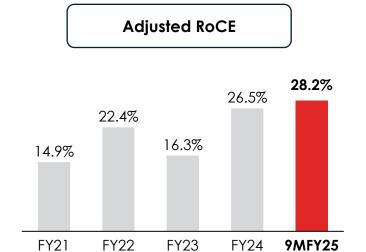
Customer Wise Revenue

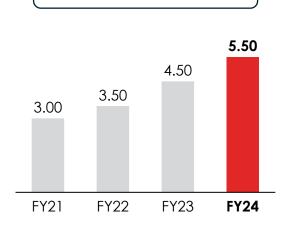


Key Consolidated Ratios

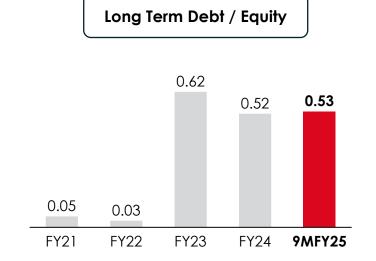








Dividend Per Share





Asset Turns (x)

Consolidated Profit & Loss Statement*



Particulars (Rs. in Crores.)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Revenue	905.6	732.5	24%	842.3	8%	2,503.8	2,064.4	21%
Raw Material Consumption	587.1	456.7		541.9		1,609.5	1,303.6	
Employee Expenses	120.1	93.9		113.9		341.9	271.3	
Other Expenses	80.5	76.0		84.2		244.2	213.3	
Other Income	8.9	9.9		15.4		41.7	27.2	
EBITDA	126.8	115.9	9%	117.6	8%	349.9	303.4	15%
EBITDA %	14.0%	15.8%		14.0%		14.0%	14.7%	
Depreciation	32.7	29.8		29.3		91.5	89.1	
Finance Cost	19.8	17.6		18.5		57.8	49.3	
Profit Before Tax	74.3	68.5	8%	69.8	6%	200.5	164.9	22%
Tax	18.2	20.5		18.0		51.1	49.3	
Profit After Tax (Before Minority Interest)	56.0	48.0	17%	51.8	8%	149.5	115.6	29%
Minority Interest	11.2	11.5		8.9		30.1	29.6	
Profit After Tax & Minority Interest	44.8	36.4	23%	42.9	5%	119.4	86.0	39%
PAT Margin%	4.9%	5.0%		5.1%		4.8%	4.2%	
EPS (In INR)	6.58	5.35		6.29		17.52	12.61	

^{*}Includes Financials for Greenfuel Energy Solutions from 26th November 2024 to 31st December 2024

Balance Sheet



ASSETS (Rs. in Crores.)	Sep-24	Mar-24
Non-current assets		
Property, plant and equipment	570.5	575.5
Capital work-in-progress	70.1	35.8
Investment Property	22.6	22.9
Right-to-use asset	121.2	124.1
Goodwill	93.7	93.7
Intangible assets	186.6	197.8
Financial assets		
Investments	165.6	155.8
Loans	0.5	0.6
Others	33.4	29.8
Income Tax Assets	18.8	13.6
Other non-current assets	38.4	29.0
Deferred Tax Assets (net)	2.0	2.4
Sub-total - Non-Current Assets	1,323.4	1,281.0
Current assets		
Inventories	307.8	248.8
Financial assets		
Loans	5.0	1.2
Investments	270.5	250.0
Trade receivables	631.4	585.4
Cash and cash equivalents	82.7	51.0
Bank balances other than Cash	15.0	24.1
Other Financial Assets	52.9	53.8
Other current assets	132.8	103.4
Sub-total - Current Assets	1,498.2	1,317.8
TOTAL - ASSETS	2,821.6	2,598.8

EQUITY & LIABILITIES	Sep-24	Mar-24
Equity		
Equity Share capital	13.6	13.6
Non-Controlling Interest	240.3	223.7
Other equity	821.6	776.0
Sub-total - Shareholders' funds	1,075.6	1,013.3
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	202.0	321.7
Lease Liability	106.8	110.9
Provisions	2.8	2.7
Employee benefit liabilities	12.8	12.0
Deferred tax liabilities (net)	29.5	27.8
Sub-total - Non-current liabilities	354.0	475.0
Current liabilities		
Financial liabilities		
Borrowings	436.9	358.6
Lease Liability	22.3	18.8
Trade payables	598.5	485.8
Other financial liabilities	112.0	68.7
Employee benefit liabilities	23.3	19.9
Other current liabilities	194.5	158.5
Current tax liabilities	4.5	0.2
Sub-total - Current liabilities	1,392.0	1,110.5
TOTAL - EQUITY AND LIABILITIES	2,821.6	2,598.8

Cashflow Statement



Particulars (Rs. in Crores.)	H1FY25	H1FY24
PBT	126.3	96.4
Adjustments	65.4	75.4
Operating profit before working capital changes	191.7	171.8
Changes in working capital	-9.1	-23.3
Cash generated from operations	182.6	148.5
Direct taxes paid (net of refund)	-32.5	-35.9
Net Cash from Operating Activities	150.2	112.7
Net Cash from Investing Activities	-29.0	-115.2
Net Cash from Financing Activities	-89.4	-16.7
Net Change in cash and cash equivalents	31.7	-19.2
Opening Cash Balance	51.0	74.6
Closing Cash Balance	82.8	55.4



Annexures



Strong JV Partners





IAC India

MANNOH

Mannoh

CORNAGLIA

Cornaglia

Products

Vehicle Interior Systems & Components

Shift levers (AT and MT), Spare wheel carriers, Forged cutting products

Air filters, Plastic fuel tanks, and Urea tank

No of Plants

5

3

2

Key Customers

M&M & MSIL

MSIL, M&M, Toyota, TATA, Honda, Daimler Tata, Toyota, Volkswagen, FIAT, M&M, MG

Order Book

Rs 550 Crores

Rs 60 crores

Rs 30 crores

Key Financials (FY24) (crs)

Revenue EBITDA PAT 886 176 61 Revenue EBITDA PAT 353 61 39

Revenue EBITDA PAT 157 28 13

Shareholding (%)

75%

55%

50%

Strong JV Partners



ALPS/ILPINE

Alps Alpine

yokowo

Ituran

ituran

Yokowo

Products

Electric devices and components

Telematics

Antennas & other vehicle communication products

No of Plants

1

1

1

Key Customers

MSIL, HMSI

Dialmer

HCIL, Toyota

Order Book

Rs 110 Crores

Rs 50 crores

Key Financials (FY24) (crs)

Revenue EBITDA PAT 31 3 1

Revenue EBITDA PAT 20 3 2

Revenue EBITDA PAT 11 -3 -4

Shareholding (%)

50%

50%

50%

Strong JV Partners





P

S FAE

S GREENFUEL®

Greenfuel Energy

Products

Control Housing, Monostable Eshifters, Smart Actuator, Shift Tower

JOPP

Oxygen Sensors

CNG Products

No of Plants

1

1

2

Key Customers

M&M, MSIL

REML, M&M

MSIL & Tata

Order Book

Rs 40 Crores

Rs 60 Crores

Rs 200 crores

Key Financials (FY24) (crs)

Revenue EBITDA PAT 8 -3 -3

Revenue EBITDA PAT 3 -0.4 -4

Acquired on 26 November, 2024

Shareholding (%)

50%

84%

60%



About DK Jain Group



About Lumax Group



Our Vision

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



We deliver **Pride and Progress** with Positivity

Our Values

Respect Integrity

Passion

Excellence

About DK Jain Group 8

Presence over **Eight Decades**

Leader in Automotive Lighting, Gear Shifters & Vehicle Interior Solutions





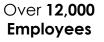
16 Entities in 8 States 1 Overseas Entity in Czech Republic







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



Lumax Industries

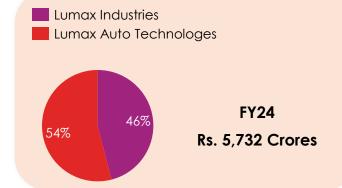
Partnerships & JV's

- Stanley Japan
- SL Corporation Korea

Product Segments

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

Group Revenues



Product Segments

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

Thank You



For further information, please contact:

Company



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Investor Relations



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