



CS/IP-Q1 (2024-25)

Date: August 08, 2024

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The Listing Department

**BSE Limited** 

Department of Corporate Affairs

Phiroze Jeejeebhoy Towers

Dalal Street

Mumbai - 400 001

To,

The Listing Department

National Stock Exchange of India Ltd.

Exchange Plaza, Plot No. C/1, G Block

Bandra-Kurla Complex,

Bandra (E)

Mumbai - 400 051

Dear Sir/Madam,

Subject

:Investor Presentation for the quarter ended June 30, 2024.

Reference

:ISIN - INE02IJ01035; Scrip Id-544061; Scrip Code-AZAD

With reference to the subject cited, we are enclosing herewith Investor Presentation for the quarter ended June 30, 2024.

You are requested to please take the same in your record.

Thanking you,

Yours truly,

For Azad Engineering Limited

Ful Kumar Gautam

(Company Secretary & Compliance Officer)

Membership No.: A49550







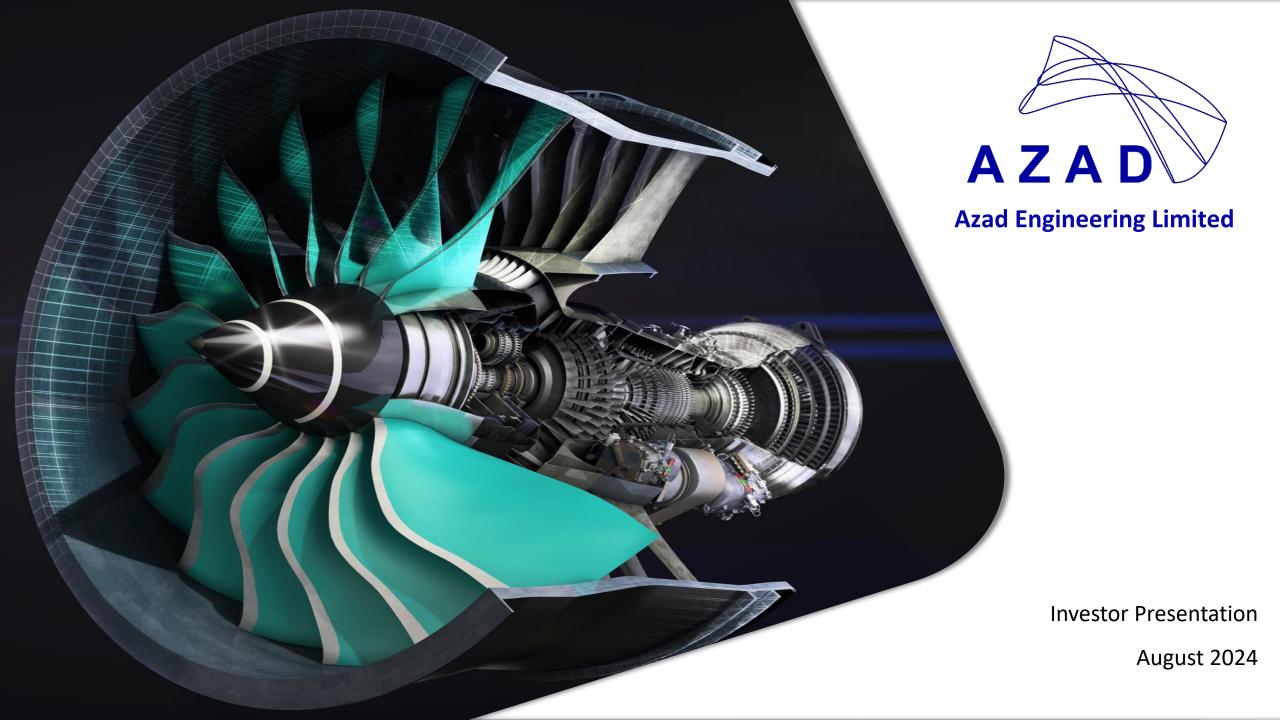












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# Year gone by

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## **Highest ever quarterly performance**



Rs. **984.1** Mn

29.6%

Revenue

Rs. **339.2** Mn

34.5% margin I 28.8%

Adjusted EBITDA

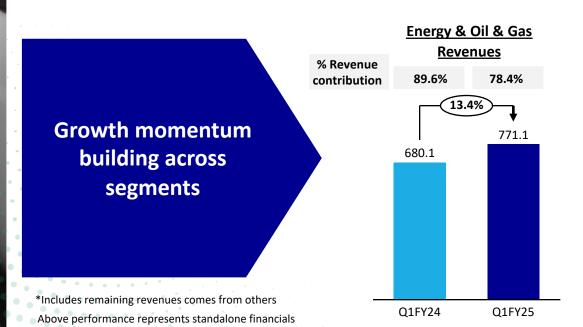
Rs. **171.3** Mn

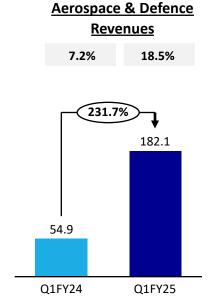
17.4% margin I 131.5%

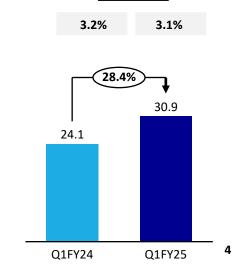
PAT

## Q1FY25 vs. Q1 FY24

(Rs. Mn)





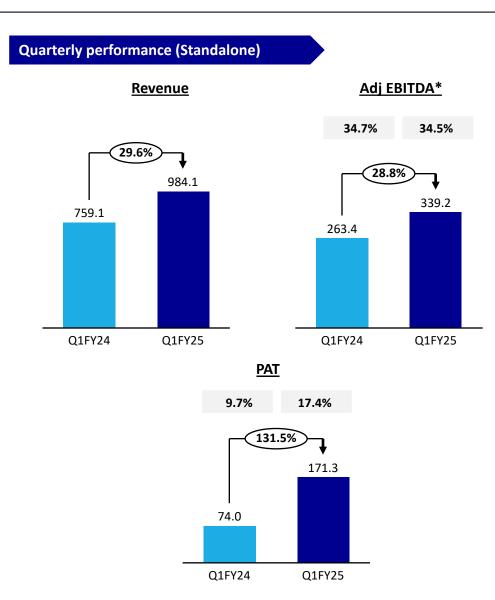


Other operating

Revenues\*

## **Performance Highlights**





## (Rs. Mn)

Margins

"Q1 FY25 was an outstanding quarter for Azad, with revenue (Rs.984.1 Mn) and profitability (Adjusted EBITDA – Rs.339.2 Mn and PAT – Rs.171.3 Mn) at record levels. On a YoY basis, the topline grew by 29.6%, adjusted EBITDA increased by 28.8%, and PAT expanded to more than double levels. As per our expectations, the aerospace and defense business has taken off well during the quarter, revenues in Q1FY25 crossing three times the level of Q1FY24. With the first article inspection coming in, we have started commercial production on the oil and gas side, and we expect this to unfold in a big way in FY25 and onwards.

We have signed prestigious contracts with Siemens Energy Global and GTRE / DRDO under Ministry of Defence, which are a reflection of Azad's strategic importance in the domestic and global supply chains. Additionally, we have incrementally added capabilities from component manufacturing to supplying jet engine assemblies, AZAD has moved up the value chain and expanded its TAM significantly. As a part of capability enhancement, we have also acquired the assets of Leo Primecomp Private Limited, which will help us expand the growing requirements in heavy machining to our manufacturing capabilities and consolidate our position in the nuclear, gas, thermal, and oil and gas sectors.

Our strong growth across segments and geographies, coupled with new order wins, is a testament to the trust that Azad has gained with its several years of hard work. We are maintaining our legacy in niche mission-critical components across sectors beyond Nuclear, Energy, Aerospace, Defence, and Oil & Gas where Azad is already an established and proven name."

#### Rakesh Chopdar Chairman & CEO



#### **Revenue Mix**



(Rs. Mn)	Q1FY25	Q1FY24	YoY	FY24
Revenue from operations*				
Energy and Oil & Gas	771.1	680.1	13.4%	2,846.1
Domestic	22.7	32.1		226.0
Exports	748.4	648.0		2,620.1
Aerospace & Defence	182.1	54.9	231.7%	438.5
Domestic	39.6	14.5		76.7
Exports	142.5	40.4		361.8
Others	30.9	24.1	28.4%	123.1
Domestic	30.9	24.1		123.1
Total	984.1	759.1	29.6%	3,407.7
Domestic	93.1	70.7		425.9
Exports	891.0	688.4		2,981.8

- The Energy and Oil & Gas segment grew by 13.4% in Q1FY25 mainly due to additional capacity. The company has started execution of O&G orders in FY24 and is expected to grow at a fast clip during FY25
- The Aerospace & Defence segment has grown considerably, primarily due to execution of domestic orders. The company's recent order wins, including orders from Rolls Royce, GTRE, among others, will also contribute to the growth in this segment

\*Based on standalone financials

### **Standalone Profit & Loss Account**



Standalone (Rs. Mn)	Q1FY25	Q1FY24	YoY
Revenue from Operations	984.1	759.1	29.6%
Consumption	153.2	77.8	
Employee expenses	204.4	154.8	
Other Expenses	287.3	263.2	
(A) Adj EBITDA	339.2	263.4	28.8%
Adj EBITDA Margin	34.5%	34.7%	
(B) Non - Recurring Expenses	8.7	1.3	
(C) Reported EBITDA (A-B)	330.5	262.1	26.1%
Reported EBITDA Margin	33.6%	34.5%	
(D) Other income - recurring	6.1	1.5	
(E) Depreciation and amortisation expense	60.2	47.7	
(F) Finance cost - recurring	32.8	42.4	
(G) Adj Profit before tax (A + D - E - F )	252.4	174.7	
(H) Finance cost - non-recurring	0.0	58.8	
(I) Other income - one time	0.0	0.0	
Profit before Tax (G + I - B -H)	243.7	114.6	112.6%
Tax	72.4	40.6	
Profit After Tax	171.3	74.0	131.5%
Profit After Tax Margin	17.4%	9.7%	

- Non-recurring expenses include:
  - Loss on foreign exchange transactions and translations other than those considered as finance cost
  - Provision for credit impaired trade receivables

#### **Key Highlights**

- The increase in consumption expense is due to change in the product and revenue mix and is in line with the increase in the sales
- Employee and other expenses have grown in line with the increase in sales. Further, higher logistics costs also impacted other expenses to a certain extent
- Step-up in depreciation expenses is because of capacity addition during Q4FY24 and Q1FY25
- The finance costs mainly represent interest towards working capital, term loan and there were no one time impact in Q1FY25

## **Update on Business Development & Growth**





Signed an agreement for a tenure of 5 years from **Siemens Energy Global GmbH & Co.** to manufacture and supply critical rotating components for their global demands of advanced gas and thermal turbine engines

Secured a prestigious nation pride contract from **GTRE** one of the pioneering Research and Development Organizations **under DRDO** (Defense Research and Development Organisation) and the Ministry of Defense, Government of India for the end-to-end manufacturing, assembling and integration of a complete assembled Advanced Turbo Gas Generator Engine

Signed a 7-year contract with Rolls Royce to produce / supply critical engine parts for their Defence / Military Aircraft Engines

Entered into a 5-year agreement with a subsidiary of **Baker Hughes**. This SSA involves the supply of high — complex and critical components for the Oil & Gas Sector

Signed a 5 Year supply agreement with **Baker Hughes** to supply medium-high complex precision machined components for Oil Field Services. This contract and is extendable up to 3 and additional 1 Year terms

Signed a contract with the Steam Power business of **GE Vernova** for the supply of high-complex rotating airfoils for Nuclear, Industrial and Thermal Power industry. This transformative collaboration brings a phase 1 agreement that is valued around **USD 35 Million for a period of 7 Years** 

## **Company Overview**

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## **Azad Engineering Ltd.: Snapshot**



#### Preferred name in the manufacturing of highly-engineered, complex and mission & life-critical components Supplying to highly regulated industries having significant entry barriers



15 years in operations



Substantial experience as Tier 1 supplier



Sales in 15 countries



~87% export revenue

**21.1%** 



~1,400 qualified parts and **Components** 



~45 qualified manufacturing processes



~20,000 sam manufacturing area

## 3.09mn units<sup>1</sup>

parts delivered, some with Zero parts per million defects requirement



Stringent vendor qualifications taking up to 30-48 months

Rs. **3,407.7** Mn

Rs. **1,174.5** Mn (35.4% YoY growth) (34.5% margin)

> **Adjusted EBITDA** Revenue

Rs. **585.8** Mn

(17.2% margin)

PAT **Adj ROCE** 

FY24 (Standalone)

Strong financial performance

#### **End-markets with massive TAM**



**Aerospace & Defence** 

FY27 TAM

INR 1,530 bn

- Components supplier to six of the key manufacturers in aerospace & defence industries
- Supplier to major commercial aircraft manufacturers

**Customers:** 

Honeywell

**General Electric** 

**Eaton Aerospace** 



**Energy** 

**FY27** TAM

INR 283 bn

- Components supplier to five of key manufactures in turbine manufacturing industry
- Supplier to customers which control c. 70% of the gas turbine market globally<sup>2</sup>

**Customers:** 

**Siemens Energy** 

**General Electric** 

Mitsubishi **Heavy Industries** 

MAN **Man Energy Solutions** Honeywell



Oil & Gas

**FY27** TAM

INR 730 bn

Components supplier to one of the global manufacturers in the drilling equipment manufacturing industry

## **Project and Life Critical Portfolio of Diversified Products (1/2)**



#### **Energy and Oil & Gas Industry**

#### **Product Category**



Nuclear Power Turbine – Turbine Airfoil Assembly



Hydrogen / Natural Gas Turbine – Turbine Airfoil Assembly



Thermal Power Turbine – Turbine Airfoil Assembly



Oil & Gas – Up & Mid Stream Subsystems



### **End-Use Industry/Application**

**Electric Power Generation** 



**Combined Heat & Power Plants** 



**Renewable Energy Integration** 



**Industrial Applications** 



**Marine Propulsion** 



**District Heating & Cooling** 



Waste-to-Energy



**Desalination Plants** 



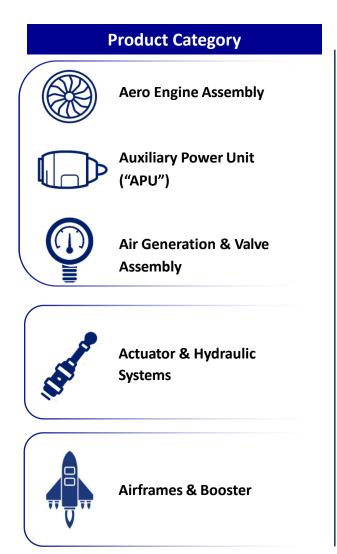
Discovery & Extraction of Fossil Fuels



## **Project and Life Critical Portfolio of Diversified Products (2/2)**



#### **Aerospace and Defence Industry**







## **Significant Entry Barriers at Each Stage**



Azad has delivered over 3 million mission critical parts with Zero parts per million defects requirement to its customers. It has demonstrated efficiencies pursuant to machining time reduction and adherence to strict quality, resulting in a massive competitive edge.

Capital Intensive



- Substantial upfront capital for setting up manufacturing plant and technology
- Requirement of skilled engineers for oversight and quality controls

Technical Expertise and Precision



- Highly engineered, complex and mission and life-critical components
- Some parts have "zero parts per million" defects requirement

Rigorous & Lengthy Qualification Process



- Estimated 30-48 months long process for onboarding a qualified supplier
- Separate qualification process for each component supplied

Time & Quality intensive



- Significant time & capital spent by OEMs and supplier in design, manufacturing & qualifications
- Superior manufacturing demands a unique blend of expertise, innovation, quality and scalability, resulting in high switching costs for the OEMs

Sustainability



- Requires constant innovations in developing manufacturing processes
- Expansion of in-house capabilities along with integrated supply chain for handling logistics globally

## Critical Source Supplier to OEMs with High Global Market Penetration - Aerospace & Defence



1530

2027

Addressable market

Aerospace & Defence1

#### Azad is a supplier to six of the key manufacturers in aerospace and defence industry

#### **Growth Drivers**



Opportunity to increase wallet share by entering into adjacencies



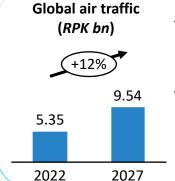
in Defence spending with focus on modernization and advanced aircrafts



Technological advancements for next generation engines



Increasing demand for commercial aircrafts



- Dominated by Boeing and Airbus SE with over 91% market share
- 12,000 units of backlog order with ~87% of narrow body aircrafts like Airbus A220, A320 and Boeing 737

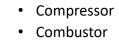
#### Key components used in an aircraft

### 1. Outer Structure

#### Fuselage Wings

- Empennage
- Landing Gear

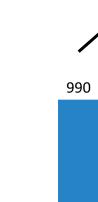
#### 2. Engine Parts • Fan



- Turbine
- Nozzle

#### 3. Operational Systems

- Avionics
- Rotary wings
- Flight control
- Fuel system
- **Hydraulics**  Pneumatic
  - systems



Rs. bn

Scope to deepen our presence into other areas of engine & operational systems

**Critical components supplier for** various Aircrafts Platforms....

**Airbus SE** 

A320, A350, A355, A350 **XWB** 

#### **Boeing**

B737, B737 Max, B747, B777,B777X

#### **Gulfstream**

**Gulfstream G550** 

....further in discussion for supplying of components for new engine platforms to various aircraft manufacturers

2022

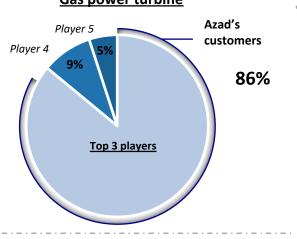
## **Critical Source Supplier to OEMs with High Global Market Penetration – Energy Turbine Industries**

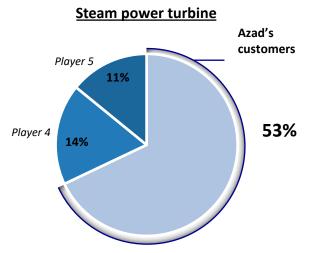


#### Azad, being a critical components supplier, is a key link in the global supply chain for the OEMs

#### Azad's customer market share in Global turbine

#### <u>components1</u> Gas power turbine





Rs. 283 Bn (2027)
Overall global energy turbine components market





Supplier to five of the key manufacturers in the turbine manufacturing industry



Supplier to key OEMs controlling ~70% of the gas turbine market share

#### **Growth Drivers**



Opportunity to penetrate existing customers by entering into new component lines



Demand for turbines in Industrial applications

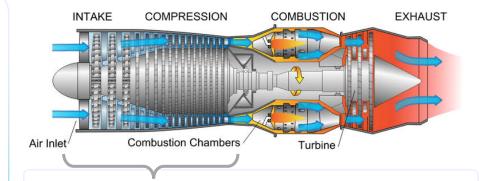


Replacement market for turbines given their limited operational lifespan



Continued support of conventional energy to supplement renewable sources

#### Key segments in a power turbine



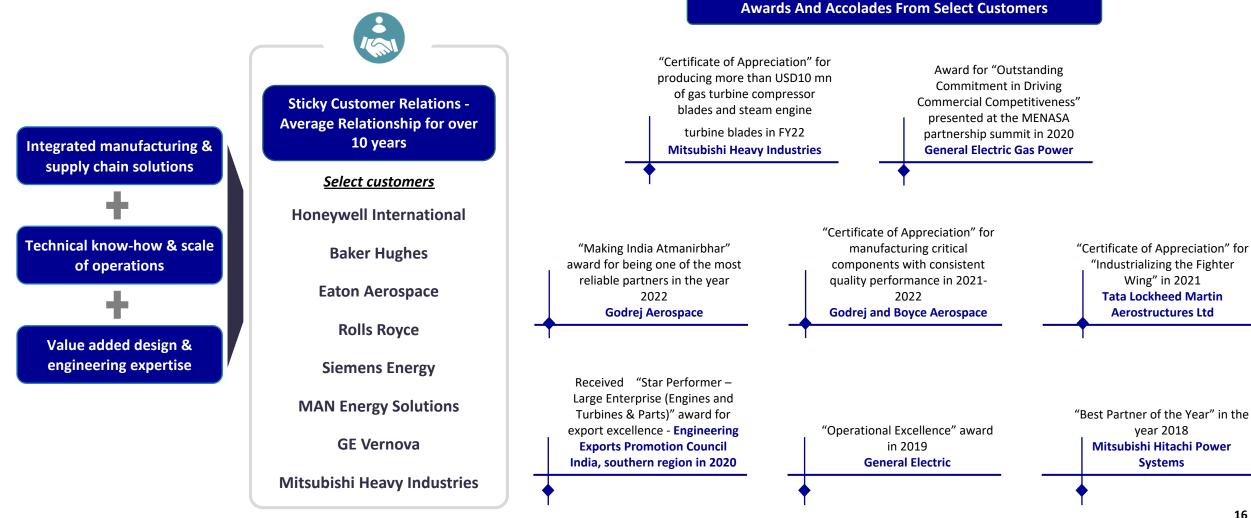


Azad has seen increase in the market share of airfoils having supplied 3.09 million from FY09 - FY23

## **Long-standing and Deep Customer Relationships With OEMs**



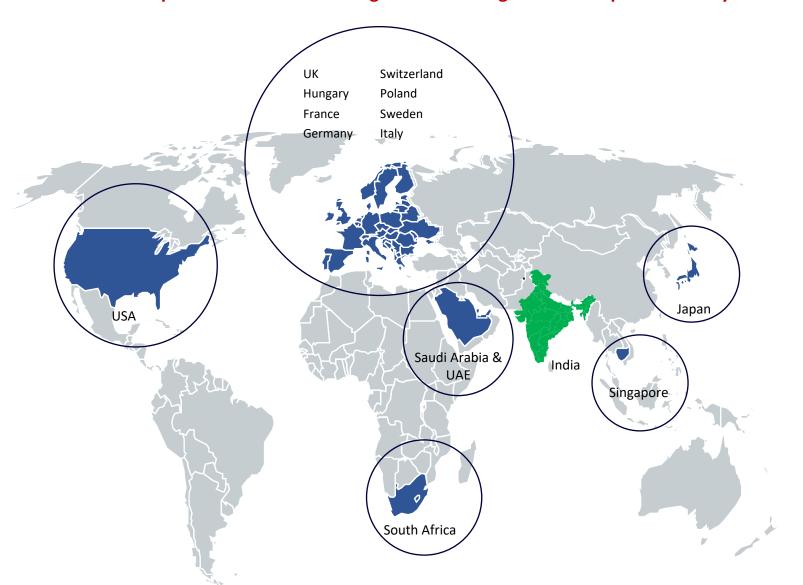
As a strategic and growth partner to customers across highly regulated industries, Azad enjoys long-term relationships with high customer stickiness and a high percentage of repeat business, which allows us to have long-term contracts, a stable customer base and strong visibility on long term revenue.

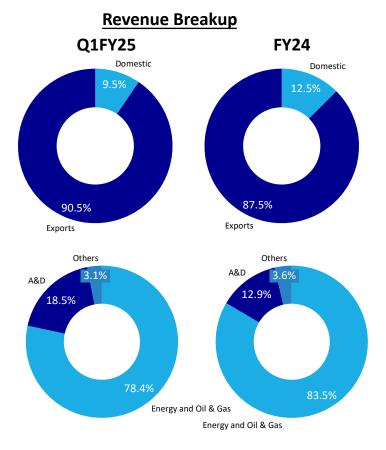


## **Well-diversified Business with Global Operations**



#### Azad caters to multiple customers across the globe has average relationship for over 10 years with key customers



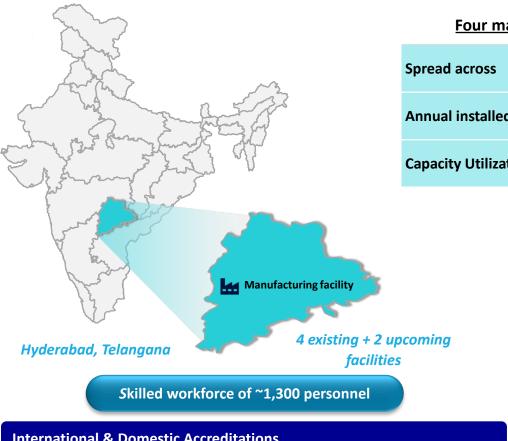


**Exports to 15+ Countries** 

## **Advanced Manufacturing Facilities With Focus on Innovation and Cost Competitiveness**



#### Azad's all facilities (except which are earmarked for specific clients) are fungible in nature



#### Four manufacturing facilities in Hyderabad

Spread across	20,000 Sq.mts
Annual installed capacity	~6,00,000 hours per annum
Capacity Utilization	88.51% per annum

#### **Facilities in Pipeline**

Facility 1	Facility 2
~95,000 Sq.mts	~75,000 Sq.mts

#### Leveraging & expanding advanced in house machining capability



5-Axis CNC milling, Ultra precision turning and grinding machines



Precision forgings with Shot peening using 7-axis Robotic machines



Special processes for metal joining, heat treatment and painting & coating

#### **International & Domestic Accreditations**











#### Robust quality system using modern and best practice standards



Acceptance testing using techniques like Hydro testing, Pneumatic Testing, Static Balancing, etc.



Superior quality checks for Non-Destructive Testing using tests like chemical analysis, ultrasonic testing, metallurgical analysis

## **Experienced Promoter and Board of Directors....**





Rakesh Chopdar Chairman & CEO

- Involved with Azad since 2003 with two decades of experience
- Bestowed "Young Asian Entrepreneur 2019-20" by CNBC – TV18 in 2020
- Received first prize in National MSME Award -2022 from Government of India



Jyoti Chopdar
Whole-Time Director

- Passed the examination for bachelor's degree in arts from the Kurukshetra University
- Associated with Azad for over 8 years and is actively involved in the Company's general administrative activities



Vishnu Malpani Whole-Time Director

- Holds a bachelor's degree in technology from IIT, Guwahati
- Previously worked with Wipro Technologies, Jubilant MotorWorks Private Limited, Visaka Industries Limited
- Associated with Azad for over 3 years



Michael Joseph Booth Independent Director

- Holds a higher national diploma in mechanical engineering from Kilmarnock Technical College
- Previously worked with GE Caledonian Ltd and in Turbine Services Ltd (owned by Chromalloy)



Subba Rao Ambati Independent Director

- Holds a bachelor's degree of Pharmacy (Hons.) from BITS and diploma in business management from the Indian Merchants' Chamber, Bombay
- Previously worked with Mars Therapeutics & Chemicals Limited



Madhusree Vemuru
Independent Director

- Holds a bachelor's degree in science from Rani Durgavati Vishwavidyalaya, Jabalpur
- Admitted to Bar Council of India of the State of Andhra Pradesh
- Previously worked with Andhra Paper Limited and Dr. Reddy's Foundation

## ....with Strong Management Team





Ronak Jajoo Chief Financial Officer

- Passed the examination for post graduate degree in business management
- Associated with Azad since 2021



Ashok Gentyala Head - Engineering & Operations

- Holds a diploma in mechanical engineering
- Associated with Azad since 2008



Balaji PR Head – Business Growth

- Previously worked with Miranda Tools, Helix Tools, Godrej & Boyce Manufacturing Co. Pvt. Ltd
- Associated with Azad since 2018



Dinesh J Shetty Head – Supply Chain

- Holds bachelor's degree in technology (mechanical engineering)
- Associated with Azad since 2019



Atin Agarwal
Head – Analytics & IT

- Holds master's degree in science
- Associated with Azad since 2016



Matthew Richard Childs
Head – Program Management

- Previously worked with Alstom Power and Demag Delaval Industrial Turbomachinery Limited (Siemens)
- Associated with Azad since 2023



Silpa Kanaka Bellamkonda Head – Quality Management Systems

- Holds a master's degree in science (computer application)
- Associated with Azad since 2010



Ful Kumar Gautam
Company Secretary & Compliance
Officer

- Associate member of the Institute of Company Secretaries of India
- Associated with Azad since 2018

# Way Forward

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# Unique positioning of



#### Best-in-class engineering portfolio lending a strong moat with significant entry barriers

Supplier of choice to highly regulated industries

Producer of mission critical components; High complexity and precision requirements

Long haul journey with vendor qualifications taking up to 30-48 months

High upfront investment

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#### **Existing**

- Increase penetration and wallet share with existing customers by entering into new component lines
- Augmenting the manufacturing capabilities to better serve existing customers growing needs

- Explore opportunities in new component lines based on extensive domain expertise
- Leverage industry-leading capabilities by continuing to diversify the customer base

#### Organizational capabilities aligned with strategic priorities

Promoter with more than 2 decades of experience

Experienced senior management with technical know-how & strong customer understanding

Long-standing and deep customer relationships with OEMs; Record orderbook, multiyear contracts

Consistent delivery of profitable growth with a high focus on operational excellence

Strong balance sheet

P

## Uniquely positioned to meet complex engineering requirements of energy sector for today... and for the A&D and O&G sectors in the near future

**Proven highly complex portfolio** in Energy Space (Airfoils) acting as a testimony for Aerospace & Defence and Oil & Gas sectors

Resilient and **growing end markets**; Huge replacement demand

Geared for the future with upcoming capacity expansion

**Products** 

Existing

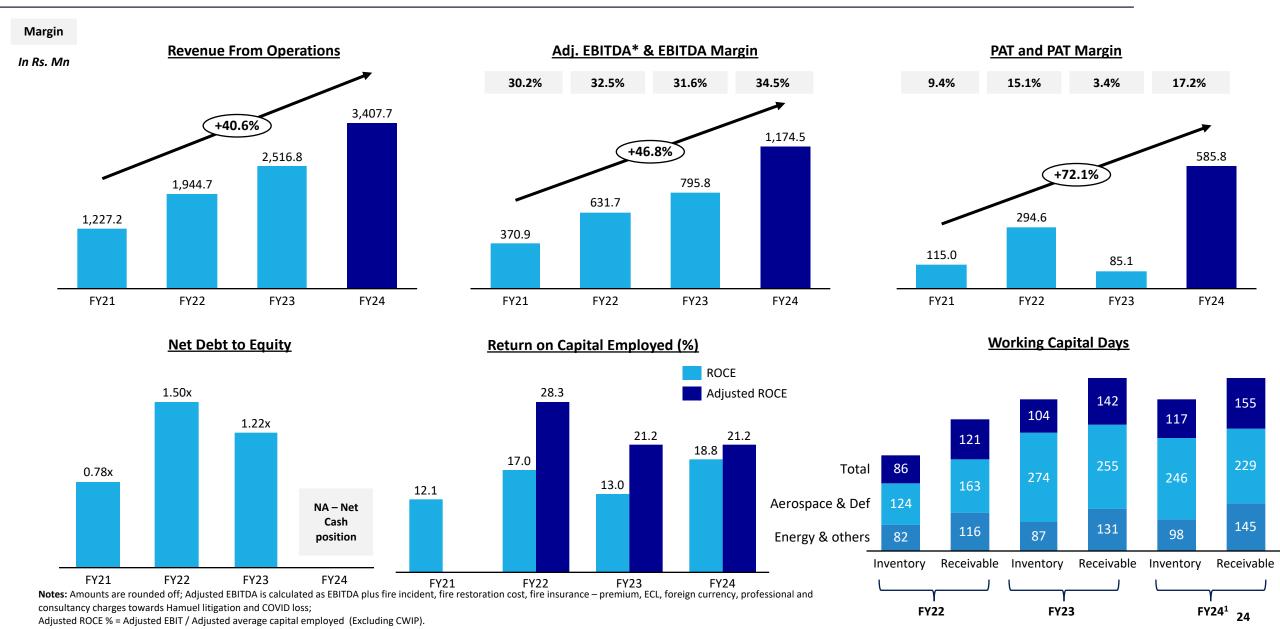
Customers

## Historical financials



#### **Consistent Track Record of Financial Performance**





## **Restated Standalone Statement of Profit and Loss**



(Rs. Mn)	FY24	FY23	FY22	FY21	CAGR (FY21-
Revenue from Operations	3,407.7	2,516.8	1,944.7	1,227.2	40.6%
Consumption	460.2	301.5	207.6	138.1	
Employee expenses	742.7	592.7	462.7	326.0	
Other Expenses	1,030.3	826.8	642.7	392.3	
(A) Adj EBITDA	1,174.5	795.8	631.7	370.9	46.8%
Adj EBITDA Margin	34.5%	31.6%	32.5%	30.2%	
(B) Non - Recurring Expenses	8.6	72.7	9.0	89.4	
(C) Reported EBITDA (A-B)	1,165.9	722.8	622.7	281.5	60.6%
Reported EBITDA Margin	34.2%	28.7%	32.0%	22.9%	
(D) Other income - recurring	46.3	88.9	48.0	23.1	
(E) Depreciation and amortisation expense	205.3	165.8	133.1	88.7	
(F) Finance cost - recurring	185.3	228.7	107.9	53.5	
(G) Adj Profit before tax (A + D - E - F )	830.2	490.2	438.5	251.7	48.9%
(H) Finance cost - non-recurring	287.4	295.1	28.2	0.0	
(I) Other income - one time	273.7	9.6	0.0	0.0	
Profit before Tax (G + I - B -H)	807.9	131.9	401.3	162.4	70.7%
Tax	222.1	46.9	106.8	47.4	
Profit After Tax	585.8	85.1	294.6	115.0	72.1%
Profit After Tax Margin	17.2%	3.4%	15.1%	9.4%	

- Non-recurring expenses include:
  - Fire related expenses
  - Provision for credit impaired trade receivables
  - Professional and consultancy charges
  - Loss on forex transactions and translations other than those considered as finance cost (net)
  - Covid Loss
- Non-recurring finance cost includes:
  - Interest on optionally & compulsory convertible debentures
  - IND-AS Impact of Bank Term loan Closure
  - Premium on redemption of debentures

## **EBITDA & PBT Bridge**



(Rs. Mn)\$	Q1FY25	Q1FY24
(A) Adj EBITDA	339.2	263.4
(B) Non - Recurring Expenses		
Fire related expenses	0.0	0.0
Provision for credit impaired trade receivable	3.1	1.3
Professional and consultancy charges	0.0	0.0
Loss on forex transactions and translations other than those considered as finance cost (net)	5.7	0.0
Covid Loss	0.0	0.0
Total non-recurring expenses	8.8	1.3
(C) Reported EBITDA (A-B)	330.5	262.1
(D) Other income - recurring	6.1	1.5
(E) Depreciation and amortisation expense	60.2	47.7
(F) Finance cost - recurring	32.8	42.4
(G) Adj Profit before tax (A + D - E - F )	252.4	174.7
(H) Finance cost - non-recurring		
(+) Interest on OCD / CCD & IND - AS Impact Of Bank Term Loan Closure	0.0	58.8
(+) Premium on redemption of debentures	0.0	0.0
Total Finance cost - non-recurring	0.0	58.8
(I) Other income - one time	0.0	0.0
Profit before Tax (G + I - B -H)	243.7	114.6

FY24	FY23	FY22	FY21
1,174.5	795.8	631.7	370.9
0.0	63.0	0.0	0.0
8.6	4.8	2.4	7.9
0.0	4.9	5.0	21.6
0.0	0.0	1.6	0.0
0.0	0.0	0.0	59.8
8.6	72.7	9.0	89.4
1,165.9	723.1	622.7	281.5
46.3	88.9	48.0	23.1
205.3	165.8	133.1	88.7
185.3	228.7	107.9	53.5
830.2	490.2	429.6	162.4
287.4	148.6	28.2	0.0
0.0	146.5	0.0	0.0
287.4	295.1	28.2	0.0
273.7	9.6	0.0	0.0
807.9	131.9	401.3	162.4

## Annexures



### **Utilisation of IPO Proceeds**





Net Proceeds from IPO – Rs.2,227.49 Mn

Rs. 604 Mn
Funding Capital Expenditure

Rs. 1,382 Mn
Repayment of borrowings in part or full

Rs.242 Mn
General Corporate Purpose



### For more information Please contact:

#### Company:



#### **Azad Engineering Limited:**

CIN: U74210TG1983PLC004132

Mr. Ful Kumar Gautam, Company Secretary &

Compliance Officer

Email id: cs@azad.in

#### **Investor Relations Advisor:**

## SGA Strategic Growth Advisors

#### **Strategic Growth Advisors Pvt Ltd.**

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