

Date: February 11, 2025

To  
Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051  
Symbol/Security ID: POWERMECH

To  
Dept. of Corp. Services  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai- 400001  
Security Code: 539302

Dear Sir/Madam,

**Sub: Investor Presentation**

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Please find the enclosed Investor Presentation on the Un-audited Financial Results of the Company for the quarter and nine months ended December 31, 2024.

The above information is also available on the website of the Company:

<https://powermechprojects.com/investor-presentations/>

Thanking you.

Yours faithfully,

**For Power Mech Projects Limited**



M. Raghavendra Prasad  
Company Secretary and Compliance Officer

Encl: as above

## POWER MECH PROJECTS LIMITED

AN ISO 14001:2015, ISO 9001:2015 & ISO 45001:2018 CERTIFIED COMPANY

**Regd. & Corporate Office :**  
Plot No. 77, Jubilee Enclave, Opp. Hitex,  
Madhapur, Hyderabad-500081  
Telangana, India  
CIN : L74140TG1999PLC032156

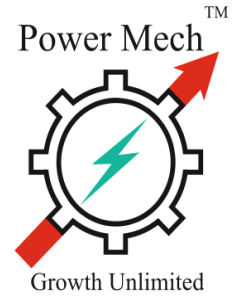
Phone : 040-30444444  
Fax : 040-30444400  
E-mail : [info@powermech.net](mailto:info@powermech.net)  
Website : [www.powermechprojects.com](http://www.powermechprojects.com)





# Power Mech Projects Limited

Investor Presentation— February 2025



# Disclaimer

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# Power Mech at a Glance

A leading industrial services and construction Company providing comprehensive service in power and infrastructure sector

- 1 Comprehensive service provider in power and infrastructure sector
- 2 Significant orderbook scale up since IPO
- 3 Largest service provider in O&M space with backward and Forward integration.
- 4 Consistent track record of growth with stable margins
- 5 Diversified service presence across sectors with Pan India presence and expansion across international geographies
- 6 Long term relationships with Marquee clientele
- 7 Strategic partnerships and JVs
- 8 Professional management team and skilled workforce

**160** Total Ongoing projects  
**15** Overseas projects  
**62** O&M/ AMC projects(domestic)  
**Largest O&M Service provider**

**Rs. 3,524Cr** Order book at IPO (FY16) → **Rs. 57,915 Cr\*** Order book as on 31<sup>st</sup> Dec 24

**Sectors**  
 Industrial plants    Railways & Metro    Roads    Water    Mining

**FY24**  
**Rs. 4,234cr** Total Revenue    **Rs.524cr/12.4%** EBITDA/ margin    **Rs.248cr/5.9%** PAT/ margin

**New geographies**  
 Uganda    Sudan    Kenya    Morocco    Iraq    Qatar

**Management with strong industry experience**  
**10,761** Manpower base Q3'FY25

\*Including MDO contracts of Rs. 9,294Cr and Rs.30,337Cr (Execution considered up to 31<sup>st</sup> December 2024)

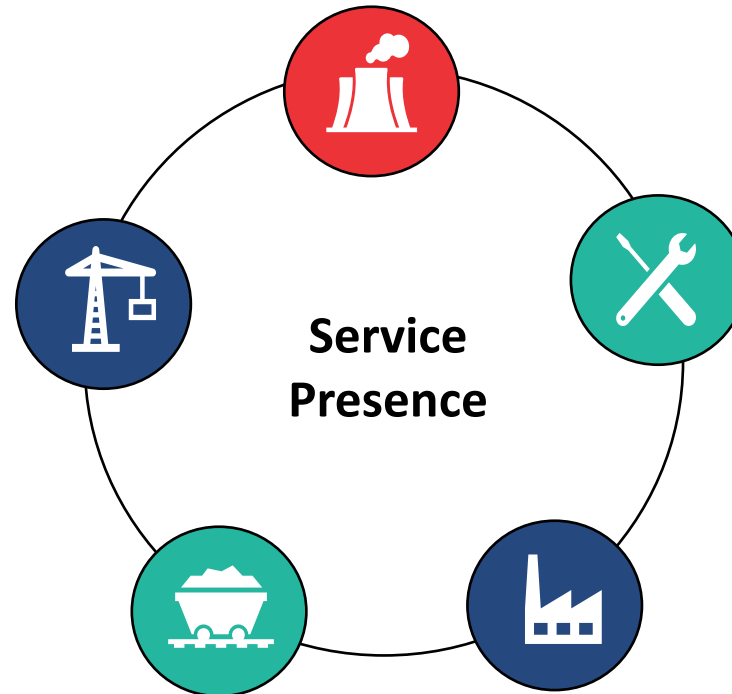
# Business Overview

## Industrial Construction (Domestic & Overseas)

- ❑ Erection, Testing & Commissioning (ETC) of projects in Power, Nuclear, Refinery, Petro Chemicals, Oil & Gas, Steel & Minerals
- ❑ **Caters Coal-based Power Plants** BTG & BOP works with unit capacities ranging from **150 MW to 800 MW** including FGD & SCR.
- ❑ Cross Country Pipelines, Erection of Piping Packages & Tankages

## Infrastructure Construction

- ❑ Civil works of Foundations, Decks, Chimney, Cooling Towers, Green Buildings, Coal Handling Plants etc for Power & other Industrial Plants
- ❑ Cater EPC works for Railways & Metro, Roads & Water Projects



## Mining

- ❑ **Development of mine infrastructure, removal of overburden and extraction** of coking coal and carry all other activities incidental to coking coal contract mining

## Industrial Services - Operation & Maintenance (Domestic & Overseas)













- ❑ Provide comprehensive & integrated O&M services in mechanical, electrical & C&I including control room / desk operations of Power Plants
- ❑ Overhauling and Maintenance of Boiler, Turbine & Auxiliaries, R&M of BTG, GTG, CHP, BOP.
- ❑ Global presence in **Saudi Arabia, Oman, Kuwait, Bangladesh, Nepal, Bhutan & Nigeria**
- ❑ Expanded O&M services footprint to Refinery, Petrochemical, Steel, Drinking Water, Mineral & Material Handling Services.

## Manufacturing & Heavy Fabrication

- ❑ **Backward integration to O&M business**, advanced manufacturing facility at Noida for service need of Power and Non Power sector
- ❑ Caters to fabrication of heavy structures, large & high-pressure tanks, hydro turbines etc.

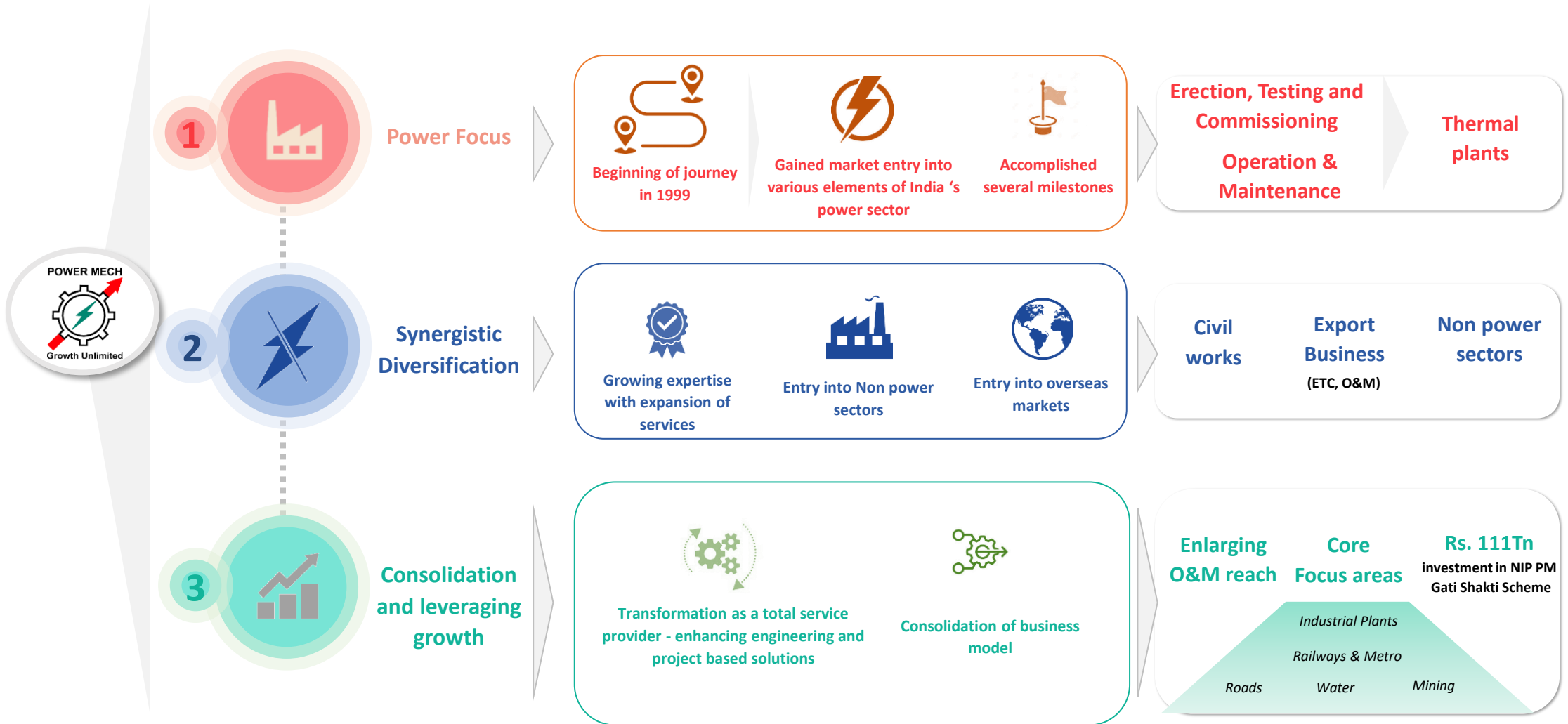
# Established Track Record



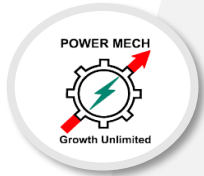
 <p><b>&gt;28.98 Lakhs MT</b> Erection Works</p>	 <p><b>2.57 Lakhs MT</b> Structural Fabrication works</p>	 <p><b>71,537 MW</b> unit capacity of the O&amp;M &amp; AMC</p>	 <p><b>9,262 MW</b> Commissioned in power sector in overseas markets</p>
 <p><b>69,966 MW</b> Capacity addition of Boiler, Turbine, Generator and Balance of Plant</p>	 <p><b>15 Lakhs sq. ft.</b> Completed infra development work within an year at Vizag, AP</p>	 <p><b>546 Km</b> Execution of Natural Gas Cross Country Pipeline</p>	 <p><b>11.8L inch mts</b> Of piping at Dangote, Nigeria</p>
 <p><b>756 TKM</b> Commissioned over-head Electrification works</p>	 <p><b>25.92 Lakhs m<sup>3</sup></b> Concreting works carried out</p>	 <p><b>220Kv GIS</b> Substation works</p>	 <p><b>132Kv Lines &amp; 33/11 Kv SS</b> Commissioned in Assam and MP</p>










# Journey of 3 decades

Power Mech has built experience in executing projects in diversified fields in the last 10 years resulting in a **better pre-qualification clearance** for new projects



# Company's Strengths











-  **Comprehensive service provider in Power and Non-Power Sector**
-  **Largest service provider in O&M space with backward and forward integration**
-  **Orderbook strengthened by MDO order for sustained growth**
-  **Asset Base with over 300 cranes and other civil construction equipment's**
-  **International project handling capabilities**
-  **Marquee clientele: Long term relationships with major OEM, EPC players and Utility Companies**
-  **Strong execution capabilities with experienced management at the helm**
-  **Robust Financials with sustained margins**
-  **Large talent pool with relevant industry background, diversified skill base**



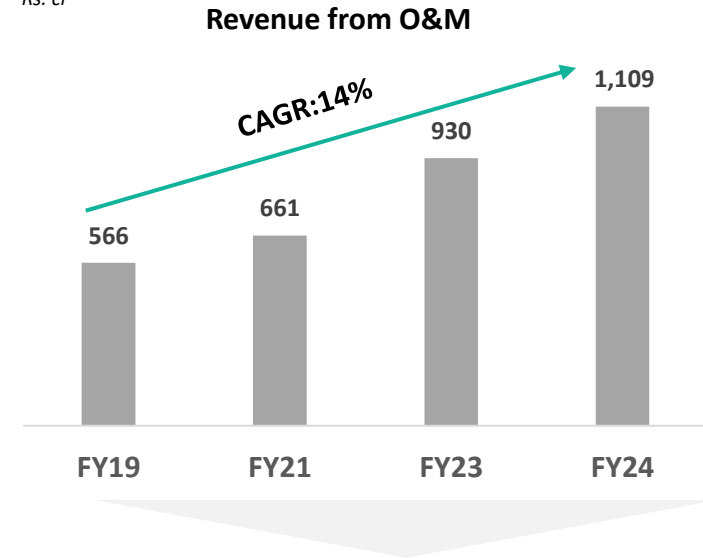
# Expansion of Operation and Maintenance (O&M) business

Largest O&M player in the Country, expanding services into other sectors & new horizons

Service presence			
Fully Developed		Thermal, Gas & Hydro Power (Domestic)	
Partially Developed		Refinery & Petro Chemical	
To Be Developed		Water Projects	
			
			Electrical Network Maintenance
			
			Iron Ore, Mineral Processing & Cross Country Pipeline

## Revenue expansion over years

Rs. cr



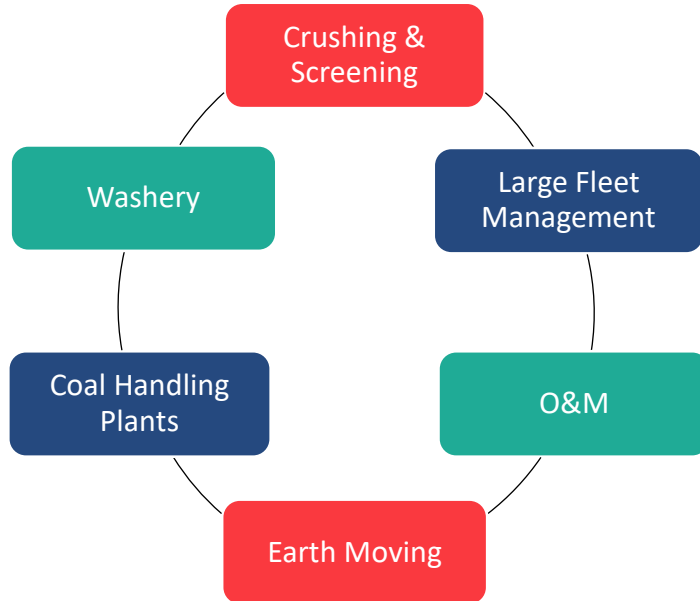
*Potentially higher margins*

*Long term and sustainable revenues*


# Mining, Development and Operations order (MDO)


Coking Coal Mining – Strategic step in forward integration in line with overall business plan

Combining existing expertise from our business verticals




**Order #1**

  
Central Coalfields Limited  
Rs. **9,294Cr**

 + **AMR**  
~74% + ~26%  
**Kotre Basantpur Pachmo**  
Open cast project  
Executable over **25 years\***

**Order #2**

**Steel Authority of India Limited**  
Rs. **30,383Cr**

 + **PC Patel**  
~74% + ~26%  
**Tasra**  
Open cast project  
Executable over **28 years\***

✓ **Long term and sustainable revenues**

✓ **Generating higher margins**

✓ **Enlarging core competence**

✓ **Strengthening the already robust orderbook**

\*including development period of 2 years

# Global Footprint (as a service provider)

Power Mech has diversified across geographies, hedging risks, protecting margins and enhancing revenue visibility with international presence strengthened by pre-qualification capacity

## Select ongoing overseas projects



400 MW Dangote Oil Refinery & Petrochemicals Project, DORC, Nigeria

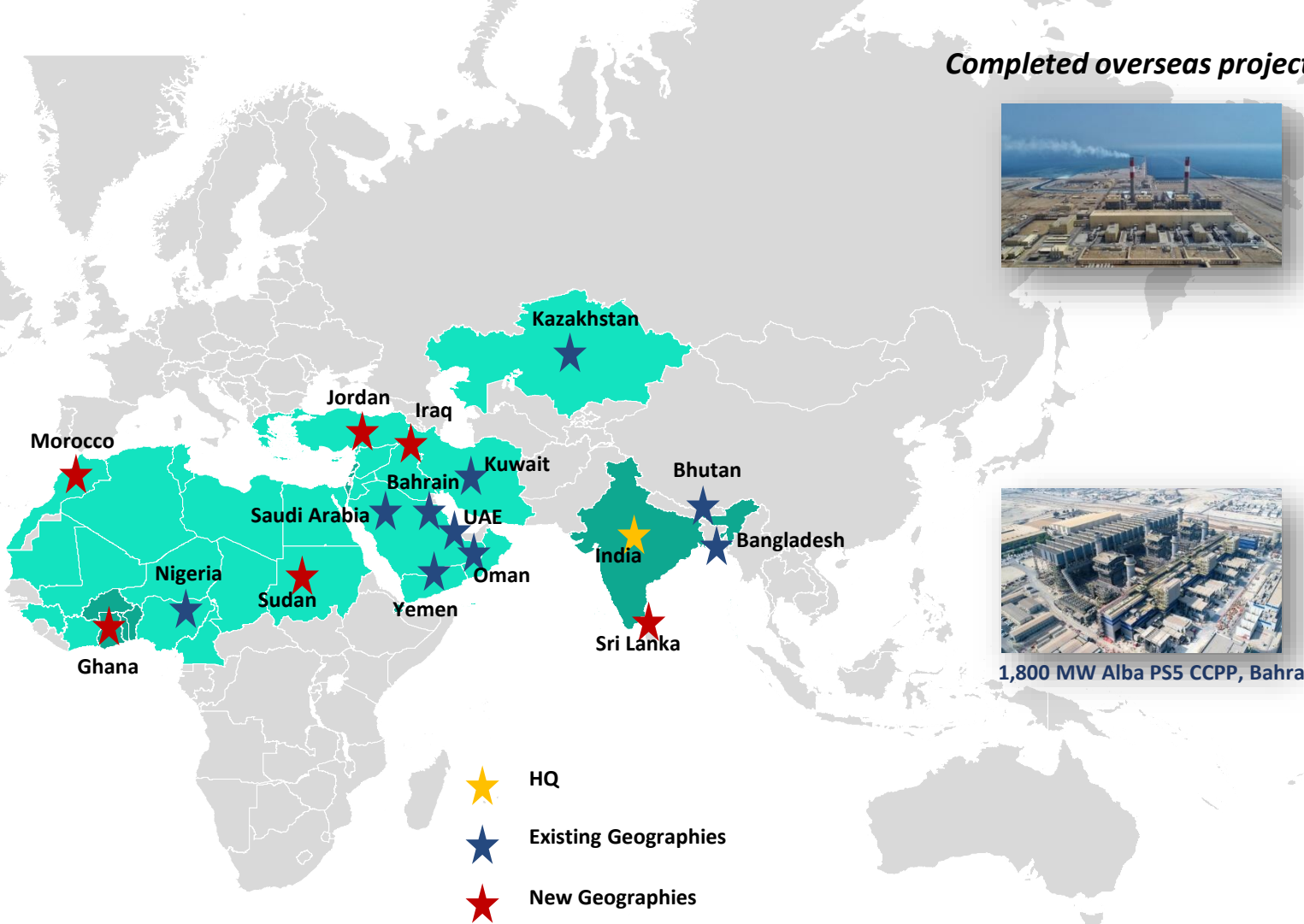


2X660 MW at Rampal, Maitree, Bangladesh-BIFPCL

## Completed overseas projects



1,800 MW Alba PS5 CCPP, Bahrain



- ★ HQ
- ★ Existing Geographies
- ★ New Geographies

# Business Strategy

Strategic areas...	
Backward & Forward integration	Core of business consolidation
Identifying feasible & rewarding opps.	Identifying EPC <sup>1</sup> contracts in infra segment in Railway, Water Projects, Roads, Urban Infra Development, Energy
Tie-ups	Foray into Flue- gas desulfurization retrofit via tie ups with EPC and technology players
Enhancing project execution capabilities	Expanding EPC <sup>1</sup> capabilities in non power sectors, enhancement in HR base and better utilization of assets & timely completion of Projects.
Expanding O&M profile	Focus on utility thermal power plants and captive power plants, integrating spare parts business, international operations and penetration into non power sector
Entering value added services	Transformation as a total service provider enhancing engineering and project based solutions
Digital initiatives	Risk management and productivity improvement with various digital initiatives
Geographical expansion	Focus on export space with consolidation in overseas business

...with focus on diversification

Expanding MDO capabilities



**15 MTPA**

Capacity expansion over 10 years



**Sustained Visible revenue**

Leveraging ongoing government investment in NIP<sup>2</sup> to drive Power Mech's growth across sectors



**Rs.111 Lakh Crore**

Investment under National Infrastructure Pipeline (NIP)

Across sectors

Industrial Plants    Railways & Metro    Energy & power  
Roads    Water    Mining

Power Mech is undertaking measures to expand its service offering in other sectors and utilizing the technical knowledge to achieve higher margin contracts

# Domestic Clients

## Established Relationships with Clients – Domestic Projects



# International Clients

## Established Relationships with Clients – International Projects



هيئة كهرباء ومياه دبي  
Dubai Electricity & Water Authority



هيئة كهرباء ومياه الشارقة  
Sharjah Electricity & Water Authority



# Board of Directors



**Mr. Sajja Kishore Babu (Founder, CMD)**

- 37+ years experience in Power and Infrastructure sector
- Serves on Board of subsidiary and joint venture companies
- Holds a Bachelor degree in Mechanical Engineering



**Ms. Sajja Lakshmi (Non-Executive Director)**

- Holds a place in the HR management of the Company and CSR Committee
- Ms Lakshmi is a science graduate who is deeply engaged in social service



**Mr. Vivek Paranjpe (Independent Director)**

- 45+ years experience in leadership roles in India and abroad
- Previous associations include Hewlett Packard, Reliance Industries Ltd
- Holds B.Sc (Honors) from Fergusson College, Pune and Post-Graduate degree from XLRI Jamshedpur



**Mr. J P Chalasani (Independent Director)**

- 40+ years experience in the Indian infrastructure industry
- He is the CEO of Suzlon Energy Limited
- Previous associations include NTPC, Reliance Power, Punj Lloyd and others



**Mr. M Rajiv Kumar (Non-Executive Director)**

- 38+ years experience in BHEL
- Rose to the level of Executive Director, Power Sector, Eastern Region
- Mr Kumar is a graduate in Electrical Engineering



**Ms. Lasya Y (Independent Director)**

- 16+ years exp. In IT Project Management & delivery, client engagement, IT strategy, business development
- Holds Post-Graduate in Management from ISB and MS in Electrical and Computer Engineering from the University of Texas

# Professional and Experienced Management



**Mr. S. Rohit (President, BD & Operations)**

- Leads Overseas Operations, Business Development, Corporate Strategy and digital initiatives for Power Mech group of companies
- MBA from University of Oxford & Master's Engineering Management degree from USC



**Mr. S. Kodandaramaiah (Director – BD Non-Board)**

- 40+ years experience in power and industry sector related to EPC, Construction, project management, Business Development
- Previous associations include BHEL, GE



**Mr. G. Srinivasulu (Executive Director Non-Board)**

- 30+ years experience in the Power Sector dealing in Project & Construction Management, Erection & Commissioning



**Mr. K. Ajay Kumar (ED – O&M Non-Board)**

- 23+ years experience in Operation & Maintenance, Business Development
- Previous associations include Indwell Constructions



**Mr. K. Sekhar Babu (Vice President O&M)**

- 25+ years experience in the Power plant Construction Management and Operation & Maintenance.



**Mr. Nannuri Srinivasa Rao (CEO- Africa & Saudi Region)**

- 30+ years experience in the power industry
- Previous associations include Shapoorji Pallonji Infra Capital Co Ltd.



**Mr. M. Ramesh (Vice President – Subcontracting Works)**

- 35+ years experience in tendering and subcontracting works.
- Past associations include APSEB, Spectra Engineering Co., Indure Pvt Ltd.



**Mr. Umesh Mehta (Chief Techno Commercial Officer)**

- 40+ years experience in Procurement for Mega Operations & Projects
- Previous associations include Vedanta Ltd., Sterile Industries, Vaaman Engineers (I) Ltd.



**Mr. Nani Aravind Nallamothe, Chief Financial Officer**

- 22+ years of experience in Infra structure & Energy sector
- Previous associations include IJM India Infrastructure Ltd, BSCPL Infrastructure Ltd, GMR Energy Limited, GKC Projects Ltd, Barclays bank PLC & ICICI Bank.



**Mr. Sibiram Swain – Vice President Project Management**

- 39 years of experience in power sector
- He formerly worked as a Principle Engineer for Fichtner & BHEL, where he accomplished many significant projects.



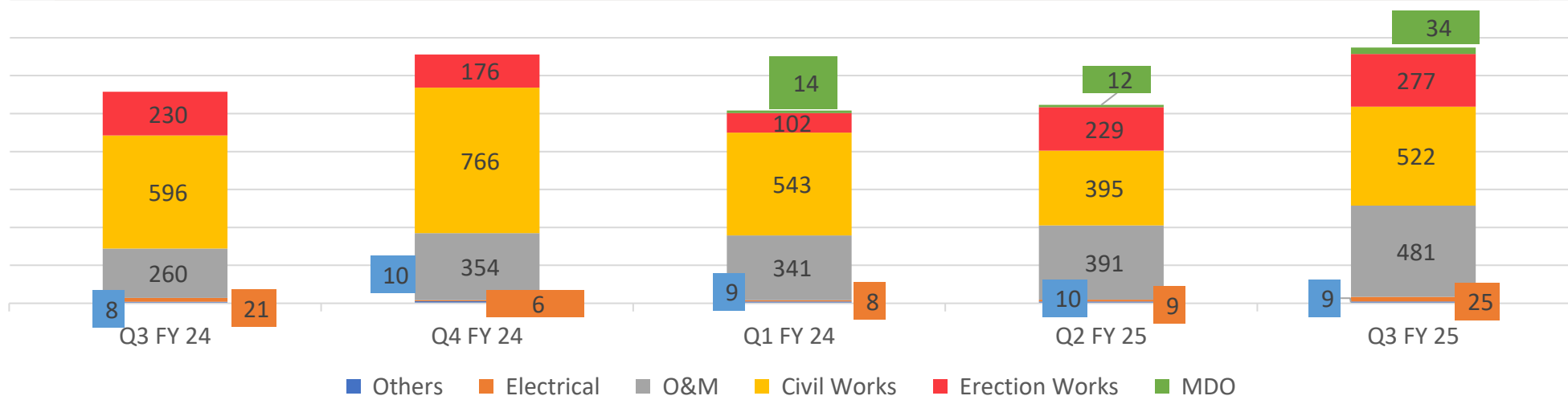


# Financial Performance

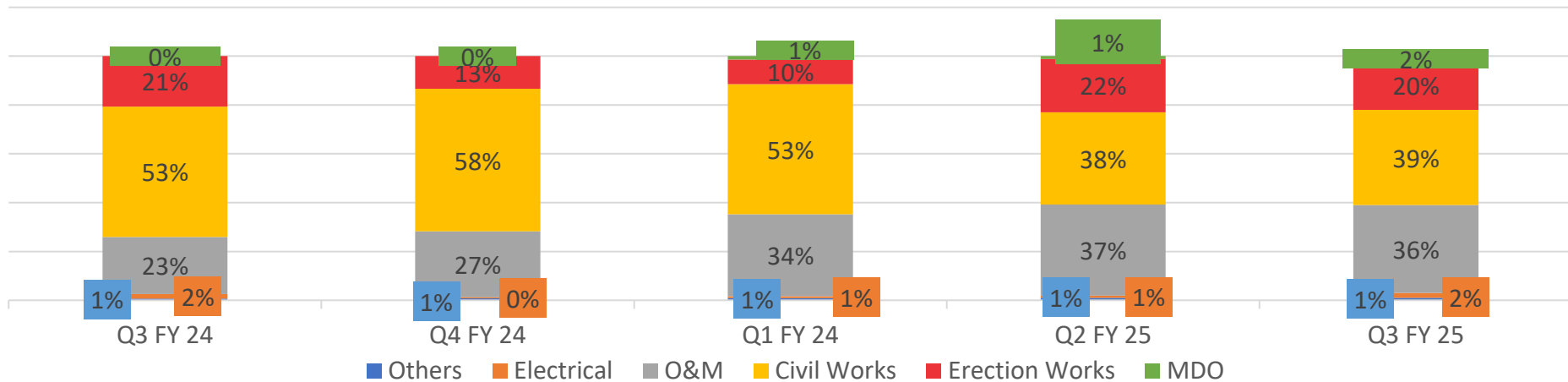


# Quarterly Performance Analysis

Total Revenue Mix (Rs. Crores)

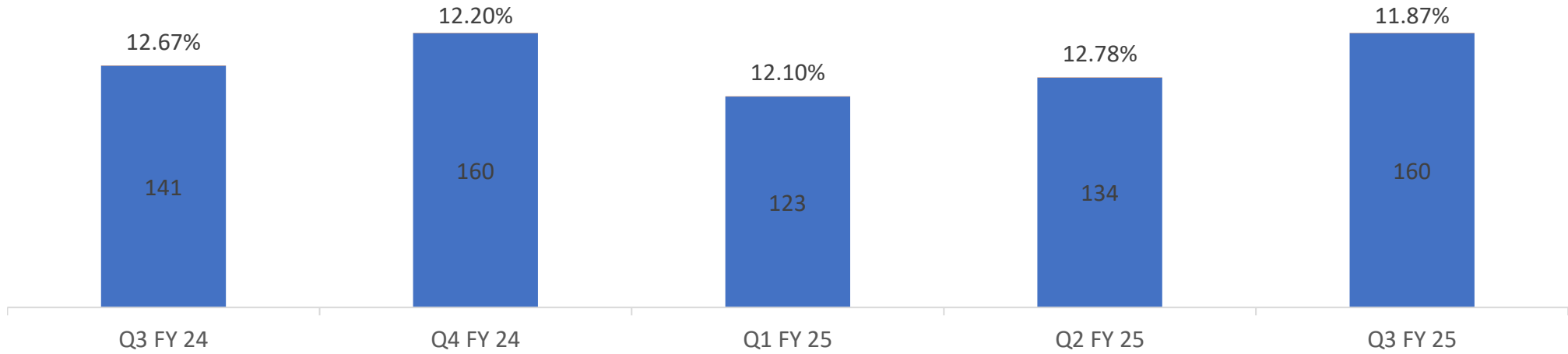


Total Revenue Mix (%)

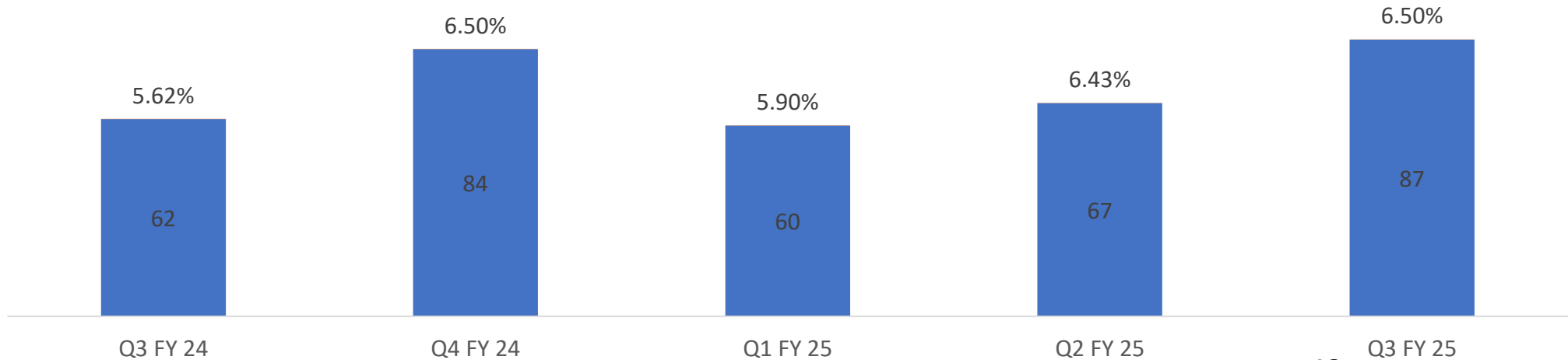


# Quarterly Performance Analysis

## EBITDA (Rs. Crores) & EBITDA Margin

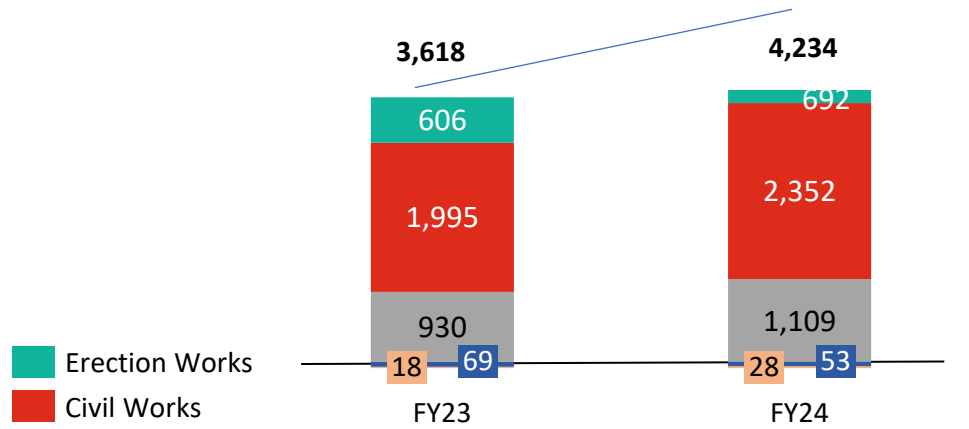


## PAT (Rs. Crores) & PAT Margin

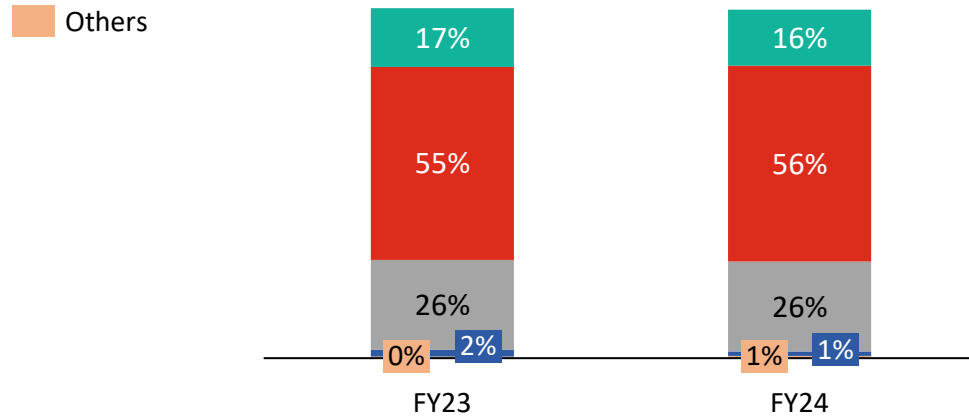


# FY24 Performance

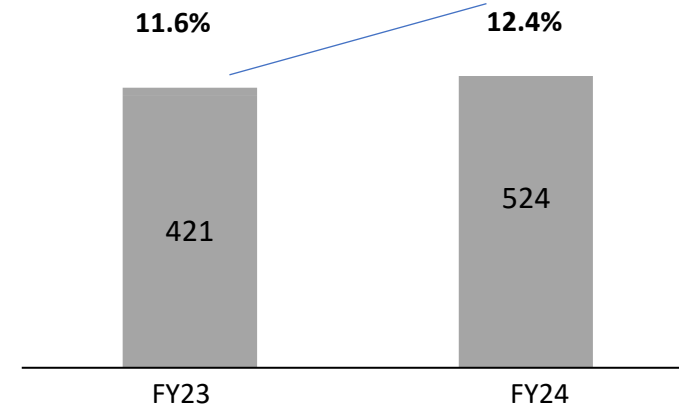
Total Revenue Mix (Rs. Crores)



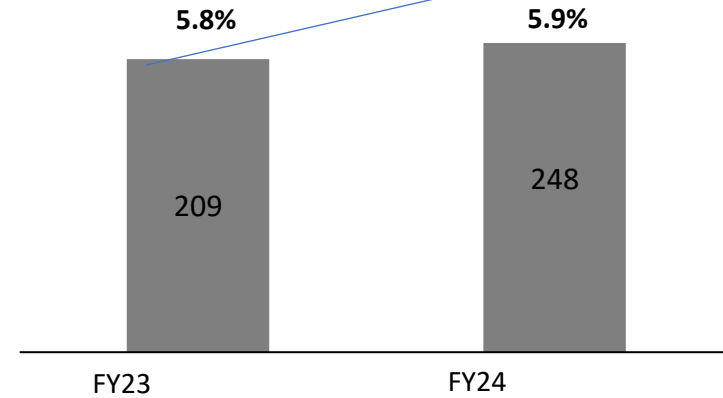
Total Revenue Mix (%)



EBITDA (Rs. Crores)



PAT (Rs. Crores) \*\*



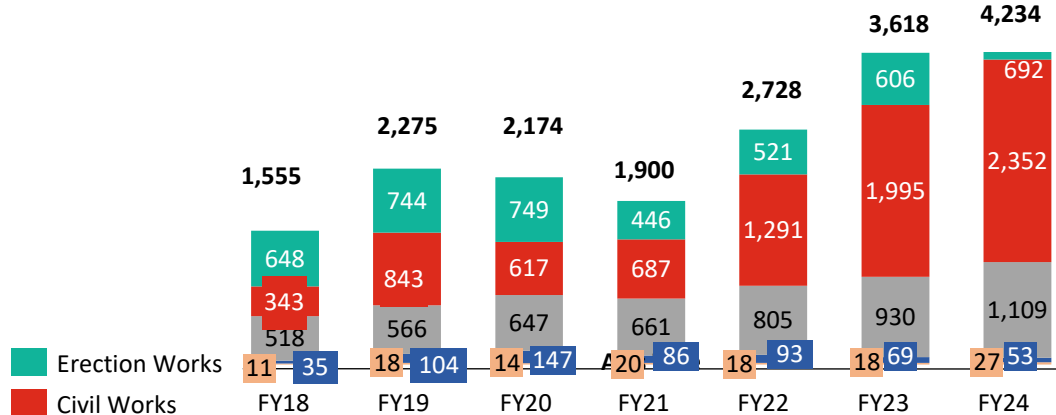
\*High Margin Service Segment; \*\* PAT after Minority Interest

# Consolidated Profitability Statement

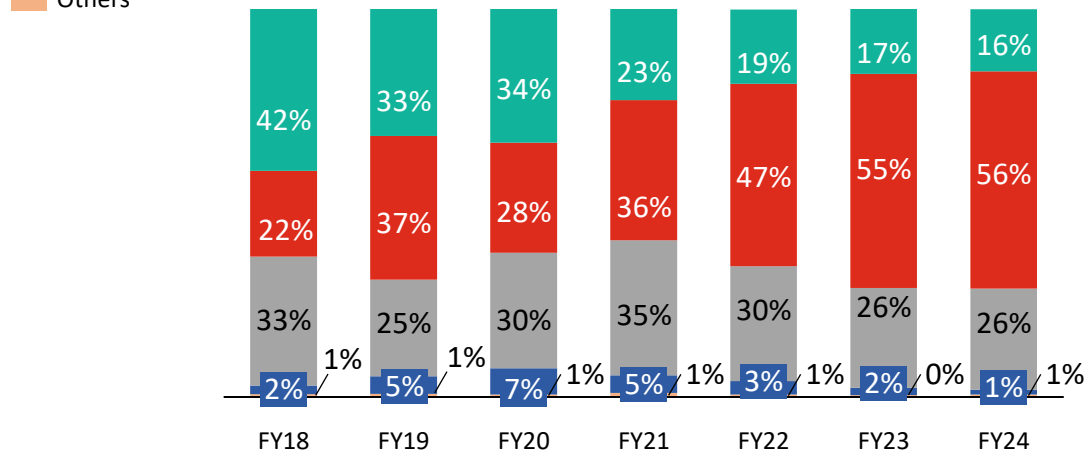
Particulars (Rs. in Cr)	Q3FY25	Q3FY24	YOY	9MFY25	9MFY24	YOY
<b>Revenue from Operations</b>	<b>1338</b>	<b>1108</b>	<b>21%</b>	<b>3381</b>	<b>2905</b>	<b>16%</b>
Other Income	9	7		28	17	
<b>Total Revenue</b>	<b>1347</b>	<b>1115</b>	<b>21%</b>	<b>3409</b>	<b>2922</b>	<b>17%</b>
Material Consumed	211	118		528	358	
Contract Execution Expenses	783	698		1924	1743	
Employee Cost	172	146		478	418	
Other Expenses	21	12		62	40	
<b>EBITDA</b>	<b>160</b>	<b>141</b>	<b>13%</b>	<b>417</b>	<b>364</b>	<b>15%</b>
<b>EBITDA Margin</b>	<b>11.87%</b>	<b>12.66%</b>	-79bps	<b>12.22%</b>	<b>12.45%</b>	<b>-23 bps</b>
Depreciation	14	11		40	32	
<b>EBIT</b>	<b>146</b>	<b>130</b>	<b>13%</b>	<b>377</b>	<b>332</b>	<b>14%</b>
<b>EBIT Margin</b>	<b>10.83%</b>	<b>11.62%</b>	-79bps	<b>11.05%</b>	<b>11.36%</b>	<b>-30bps</b>
Finance Cost	25	23		66	68	
Share of profit of Associates	0	-1		-1	-4	
<b>Profit before Tax</b>	<b>121</b>	<b>105</b>	<b>15%</b>	<b>310</b>	<b>260</b>	<b>19%</b>
<b>PBT Margin</b>	<b>9.01%</b>	<b>9.44%</b>	-43bps	<b>9.10%</b>	<b>8.90%</b>	<b>20bps</b>
Tax	34	43		92	96	
<b>PAT</b>	<b>87</b>	<b>62</b>		<b>218</b>	<b>164</b>	
Minority Interest	5	1		9	1	
<b>PAT after Minority Interest</b>	<b>82</b>	<b>61</b>	<b>34%</b>	<b>209</b>	<b>164</b>	<b>28%</b>
<b>PAT Margin %</b>	<b>6.09%</b>	<b>5.50%</b>	59bps	<b>6.14%</b>	<b>5.60%</b>	<b>54bps</b>
EPS	25.94	19.74		66.18	54.10	

# Historical Performance

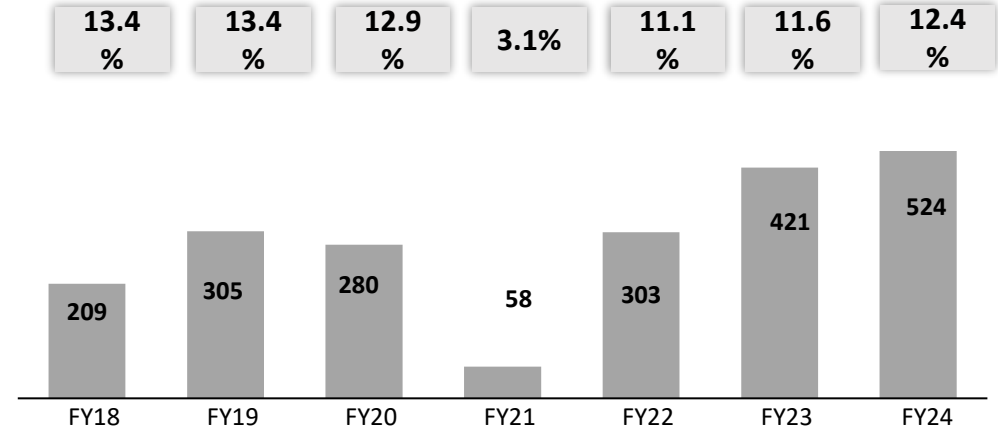
**Total Revenue Mix (Rs. Crores)**



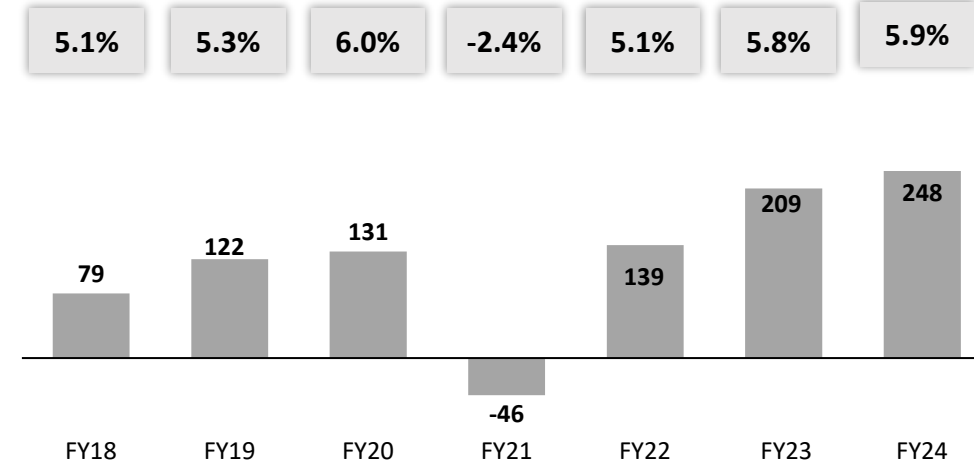
**Revenue Mix (%)**



**EBITDA (Rs. Crores) & EBITDA Margin**



**PAT\*\* (Rs. Crores) & PAT\*\* Margin**



Due to Covid-19, FY 21 figures do not represent normal operations and are not strictly comparable

\*High Margin Service Segment; \*\* PAT after Minority Interest

# Consolidated Profitability Statement

Profit and Loss (Rs. in Cr)	FY17	FY18	FY19	FY20	FY21	FY22	FY23	FY24
<b>Revenue from Operations</b>	<b>1,338</b>	<b>1,548</b>	<b>2,261</b>	<b>2,165</b>	<b>1,884</b>	<b>2,711</b>	<b>3,601</b>	<b>4206</b>
Other Income	8	7	14	9	16	17	17	28
<b>Total Revenue</b>	<b>1,346</b>	<b>1,555</b>	<b>2,275</b>	<b>2,174</b>	<b>1,900</b>	<b>2,728</b>	<b>3,618</b>	<b>4234</b>
Material Consumed	122	188	330	312	270	335	519	625
Contract Execution Expenses	793	815	1,215	1,230	1,224	1,633	2,093	2448
Employee Cost	227	312	393	325	322	423	543	573
Other Expenses	31	31	33	27	26	34	43	64
<b>EBITDA</b>	<b>174</b>	<b>209</b>	<b>305</b>	<b>280</b>	<b>58</b>	<b>303</b>	<b>421</b>	<b>524</b>
<b>EBITDA Margin</b>	<b>12.9%</b>	<b>13.4%</b>	<b>13.4%</b>	<b>12.9%</b>	<b>3.1%</b>	<b>11.1%</b>	<b>11.6%</b>	<b>12.4%</b>
Depreciation	41	43	46	39	36	37	43	44
<b>EBIT</b>	<b>133</b>	<b>166</b>	<b>259</b>	<b>241</b>	<b>22</b>	<b>266</b>	<b>378</b>	<b>480</b>
<b>EBIT Margin</b>	<b>9.9%</b>	<b>10.7%</b>	<b>11.4%</b>	<b>11.1%</b>	<b>1.2%</b>	<b>9.8%</b>	<b>10.4%</b>	<b>11.3%</b>
Finance Cost	33	36	55	74	79	79	90	94
Share in Profit/(loss) in JV and Associates	1	0	2	2	-3	-2	-8	-4
<b>Profit before Tax</b>	<b>100</b>	<b>130</b>	<b>206</b>	<b>168</b>	<b>-60</b>	<b>185</b>	<b>280</b>	<b>382</b>
<b>Profit before Tax Margin</b>	<b>7.5%</b>	<b>8.4%</b>	<b>9.0%</b>	<b>7.7%</b>	<b>-3.2%</b>	<b>6.8%</b>	<b>7.7%</b>	<b>9.0%</b>
Tax	36	39	62	37	-11	46	73	133
<b>PAT</b>	<b>65</b>	<b>91</b>	<b>143</b>	<b>131</b>	<b>-49</b>	<b>139</b>	<b>207</b>	<b>249</b>
Minority Interest	0	11	22	0	3	0	-2	1
<b>PAT after Minority Interest</b>	<b>65</b>	<b>79</b>	<b>122</b>	<b>131</b>	<b>-46</b>	<b>139</b>	<b>209</b>	<b>248</b>
<b>PAT Margin %</b>	<b>4.8%</b>	<b>5.1%</b>	<b>5.3%</b>	<b>6.0%</b>	<b>-2.4%</b>	<b>5.1%</b>	<b>5.8%</b>	<b>5.9%</b>
<b>EPS</b>	<b>43.96</b>	<b>54.01</b>	<b>82.69</b>	<b>89.24</b>	<b>-31.00</b>	<b>94.48</b>	<b>141.26</b>	<b>162.28</b>

Due to Covid-19, FY 21 figures do not represent normal operations and are not strictly comparable

# Consolidated Balance Sheet

Assets (Rs. in Cr)	Mar-23	Mar-24
<b>Non - Current Assets</b>	<b>573</b>	<b>673</b>
Property Plant & Equipments	182	223
CWIP	3	11
Right-of-Use Assets	4	6
Goodwill	0	0
Other Intangible Assets	2	3
<b>Financial Assets</b>		
(i) Investments	36	36
(ii) Loans	0	0
(iii) Other Financial Assets	332	375
Deferred Tax Assets	12	9
Other Non Current Assets	2	10
<b>Current Assets</b>	<b>2,481</b>	<b>2896</b>
Inventories	147	122
<b>Financial Assets</b>		
(i) Investments	0	1
(ii) Trade Receivables	894	1040
(iii) Cash	44	52
(iv) Bank	127	428
(v) Loan	5	4
(vi) Other financial assets	678	832
Income Tax Assets	60	0
Other Current Assets	526	417
<b>Total Assets</b>	<b>3,054</b>	<b>3569</b>

Equity & Liabilities (in Rs. Cr)	Mar-23	Mar-24
<b>Total Equity</b>	<b>1,277</b>	<b>1840</b>
Share Capital	15	16
Reserves & Surplus	1,261	1,822
Non-Controlling Interest	1	2
<b>Non-Current Liabilities</b>	<b>208</b>	<b>320</b>
<b>Financial Liabilities</b>		
(i) Borrowings	26	46
(ii) Other Financial Liabilities	87	116
(iii) Lease Liabilities	1	2
Provisions	4	5
Other Non Current Liabilities	90	151
<b>Current Liabilities</b>	<b>1,569</b>	<b>1,409</b>
<b>Financial Liabilities</b>		
(i) Borrowings	449	345
(ii) Trade Payables	749	720
(iii) Lease Liabilities	0	2
Other Financial Liabilities	134	144
Other Current Liabilities	236	185
Provisions	1	1
Current tax Liabilities	0	12
<b>Total Equity &amp; Liabilities</b>	<b>3,054</b>	<b>3,569</b>

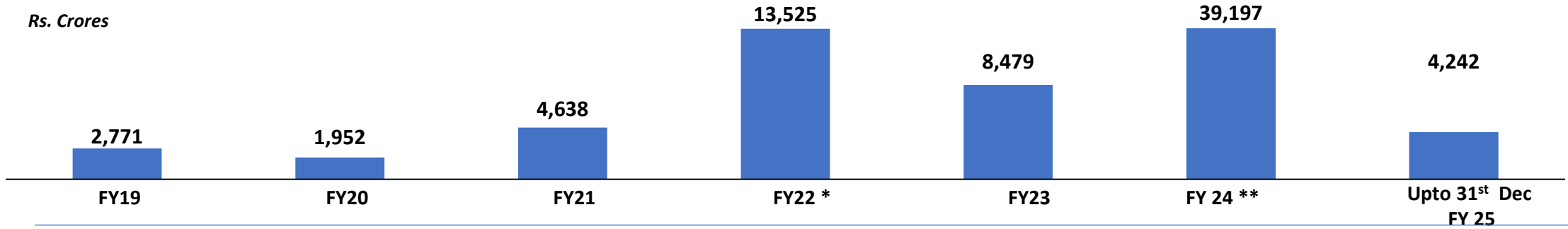


# Consolidated Cashflow Statement

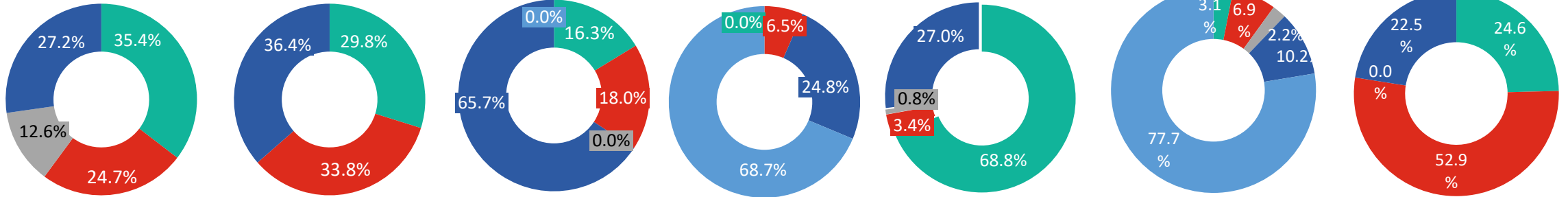
Particulars (Rs. in Cr)	Mar-23	Mar-24
<b>Net Profit Before Tax</b>	<b>280</b>	<b>382</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	131	92
<b>Operating profit before working capital changes</b>	<b>411</b>	<b>474</b>
Changes in working capital	-155	-198
<b>Cash generated from Operations</b>	<b>256</b>	<b>276</b>
Direct taxes paid (net of refund)	74	72
<b>Net Cash from Operating Activities</b>	<b>182</b>	<b>204</b>
<b>Net Cash from Investing Activities</b>	<b>-91</b>	<b>-373</b>
<b>Net Cash from Financing Activities</b>	<b>-120</b>	<b>176</b>
<b>Net increase/ (Decrease) in Cash and Cash equivalents</b>	<b>-29</b>	<b>7</b>
Add: Cash & Cash equivalents at the beginning of the period	73	44
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>44</b>	<b>51</b>

# Strong Order Inflow

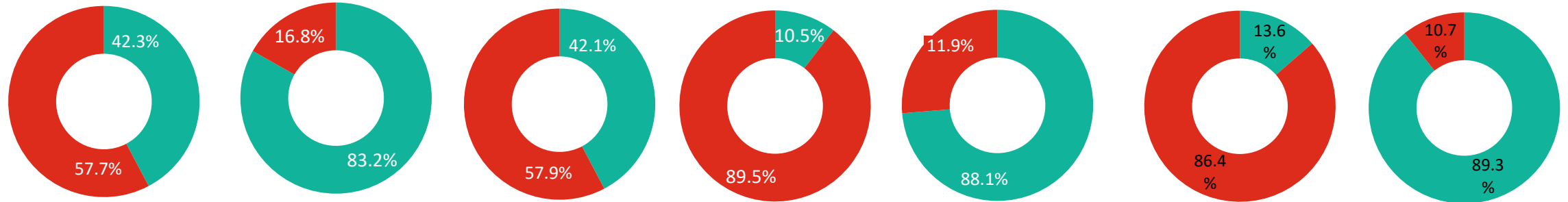
Rs. Crores



Erection O&M Electrical Works Civil & Other Works Mining



Power Non Power

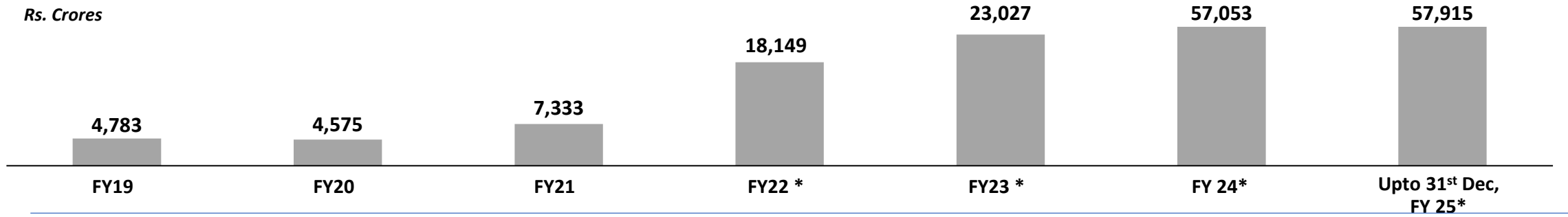


\*Include MDO contract of Rs. 9,294 crores (executable over 25 years)

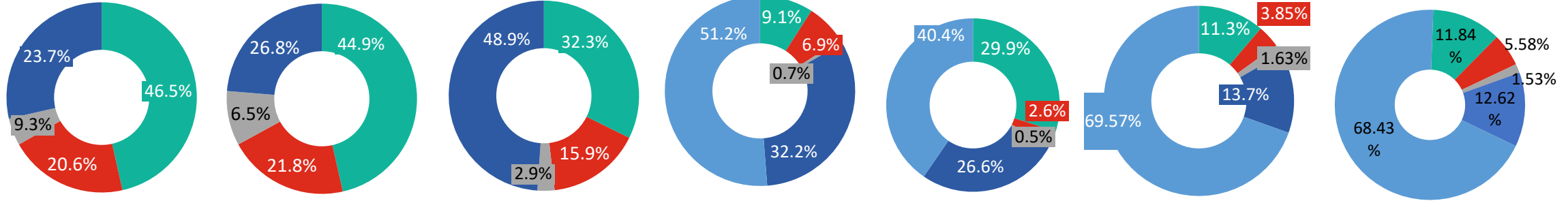
\*\*Include MDO contract of Rs. 30,337 crores, execution considered up to Dec 24 (executable over 28 years)

# Order Back Log

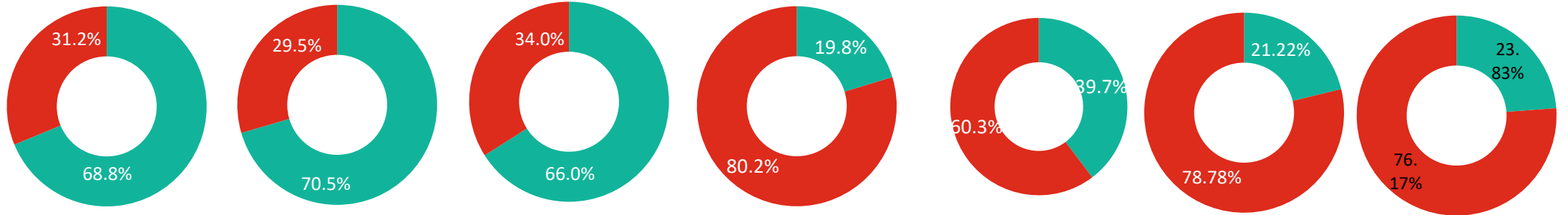
Rs. Crores



Erection O&M Electrical Works Civil & Other Works Mining



Power Non Power



\*Include 2 MDO contracts of Rs. 39,635 crores (executable over 25 years)

# Contact Us

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For further information, please contact:

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## Company

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# Thank You