

January 21, 2022

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

Scrip Code: JYOTHYLAB

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 023

Scrip Code: 532926

Dear Sir,

Sub: Outcome of the Board Meeting held on January 21, 2022

Further to our letter dated January 12, 2022 on the captioned subject, we wish to inform you that the Board of Directors of the Company at its meeting held today at 10:45 a.m. and concluded at 12:40 p.m., approved the Un-audited Financial Results on Standalone and Consolidated basis for the quarter and nine months ended December 31, 2021 with Limited Review by the Statutory Auditors of the Company.

Accordingly, in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Un-audited Financial Results on Standalone and Consolidated basis for the quarter and nine months ended December 31, 2021 accompanied with the Limited Review Report by the Statutory Auditors of the Company.

Also attached is the Press Release by the Company in respect of its performance during the quarter and nine months ended December 31, 2021.

Kindly take the above on your record and disseminate the same for the information of investors.

Thanking you,

Yours faithfully,

For Jyothy Labs Limited

Shreyas
Parag Trivedi

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Shreyas Trivedi
Head – Legal & Company Secretary

Encl.: as above

B S R & Co. LLP

Chartered Accountants

14th Floor, Central B Wing and North C Wing,
Nesco IT Park 4, Nesco Center,
Western Express Highway, Goregaon (East),
Mumbai - 400 063, India

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Limited Review Report on unaudited standalone financial results of Jyothy Labs Limited for the three months ended 31 December 2021 and year-to-date standalone financial results for the period from 1 April 2021 to 31 December 2021 pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

To the Board of Directors of Jyothy Labs Limited

1. We have reviewed the accompanying Statement of unaudited standalone financial results of Jyothy Labs Limited ("the Company") for the quarter ended 31 December 2021 and year-to-date results for the period from 01 April 2021 to 31 December 2021 ("the Statement").
2. This Statement, which is the responsibility of the Company's management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "*Interim Financial Reporting*" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with applicable accounting standards and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **B S R & Co. LLP**
Chartered Accountants

Firm's Registration No.: 101248W/W-100022

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MARAR

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Sreeja Marar
Partner

Membership No.: 111410
UDIN:22111410AAAAAF2174

Mumbai
21 January 2022

Registered Office:

B S R & Co. LLP

Chartered Accountants

14th Floor, Central B Wing and North C Wing,
Nesco IT Park 4, Nesco Center,
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Limited Review Report on unaudited consolidated financial results of Jyothy Labs Limited for the three months ended 31 December 2021 and year-to-date consolidated financial results for the period from 1 April 2021 to 31 December 2021 pursuant to Regulation 33 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended

To the Board of Directors of Jyothy Labs Limited

1. We have reviewed the accompanying Statement of unaudited consolidated financial results of Jyothy Labs Limited ("the Parent"), and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group") for the quarter ended 31 December 2021 and year-to-date results for the period from 1 April 2021 to 31 December 2021 ("the Statement"), being submitted by the Parent pursuant to the requirements of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ('Listing Regulations').
2. This Statement, which is the responsibility of the Parent's management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34 "*Interim Financial Reporting*" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013, and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*", issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the Securities and Exchange Board of India under Regulation 33(8) of the Listing Regulations, to the extent applicable.

4. The Statement includes the results of the following entities:

1. Jyothy Fabricare Services Limited
2. Jyothy Kallol Bangladesh Limited
3. Snoways Launderers and Drycleaners Private Limited
4. Four Seasons Drycleaning Company Private Limited
5. JFSL-JLL (JV)

5. Based on our review conducted and procedures performed as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Registered Office:

B S R & Co. LLP

6. The Statement includes the financial information/ financial results of four Subsidiaries which have not been reviewed, whose financial information/ financial results reflect total revenues of Rs .139 lacs and Rs. 311 lacs, total net loss after tax of Rs. 42 lacs and Rs. 138 lacs and total comprehensive loss of Rs. 41 lacs and Rs. 138 lacs for the quarter ended 31 December 2021 and for the period from 1 April 21 to 31 December 2021 respectively, as considered in the Statement. According to the information and explanations given to us by the Parent's management, these financial information/ financial results are not material to the Group.

Our conclusion is not modified in respect of this matter.

For **B S R & Co. LLP**
Chartered Accountants
Firm's Registration No.:101248W/W-100022

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Sreeja Marar
Partner

Membership No.: 111410
UDIN:22111410AAAAAG8701

Mumbai
21 January 2022

JYOTHY LABS LIMITED
(CIN : L24240MH1992PLC128651)
STATEMENT OF STANDALONE/CONSOLIDATED FINANCIAL RESULTS
FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2021
Registered Office: Ujala House, Ramakrishna Mandir Road, Kondivita, Andheri East, Mumbai 400059.

(Rs in lacs)

Particulars	Standalone						Consolidated					
	Quarter ended			Nine months ended			Quarter ended			Nine months ended		
	31.12.2021	30.09.2021	31.12.2020	31.12.2021	31.12.2020	31.03.2021	31.12.2021	30.09.2021	31.12.2020	31.12.2021	31.12.2020	31.03.2021
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Revenue from operations	52,865	57,830	46,941	1,62,890	1,39,773	1,88,500	53,903	58,535	47,662	1,64,978	1,41,401	1,90,912
Other income	425	524	631	1,432	1,449	1,981	363	476	637	1,294	1,442	1,845
Total Income	53,290	58,354	47,572	1,64,322	1,41,222	1,90,481	54,266	59,011	48,299	1,66,272	1,42,843	1,92,757
Expenses												
(a) Cost of materials consumed	26,641	28,014	20,211	81,004	57,384	79,736	26,918	28,175	20,367	81,540	57,736	80,264
(b) Purchases of stock in trade	5,158	5,805	6,756	15,570	18,190	23,429	5,159	5,805	6,783	15,575	18,217	23,464
(c) Changes in inventories of finished goods, stock in trade and work-in-progress	(630)	1,051	(2,716)	(837)	(1,898)	(2,733)	(620)	1,061	(2,725)	(832)	(1,857)	(2,689)
(d) Employee benefits expense	5,860	5,875	5,824	17,835	16,837	22,085	6,190	6,162	6,127	18,723	17,766	23,250
(e) Finance cost	180	178	196	528	991	1,172	300	290	423	896	1,588	1,923
(f) Advertisement and sales promotion expense	3,804	4,033	3,509	12,121	8,467	12,284	3,837	4,065	3,530	12,197	8,523	12,362
(g) Depreciation and amortisation expenses	2,098	2,058	1,981	6,214	5,787	7,791	1,445	1,389	1,385	4,275	4,031	5,559
(h) Other expenses	5,980	6,343	5,377	17,935	16,102	22,026	6,303	6,611	5,603	18,677	16,656	22,811
Total expenses	49,091	53,357	41,138	1,50,370	1,21,860	1,65,790	49,532	53,558	41,493	1,51,051	1,22,660	1,66,944
Profit before tax and exceptional item	4,199	4,997	6,434	13,952	19,362	24,691	4,734	5,453	6,806	15,221	20,183	25,813
Exceptional item (Note 2)	-	-	-	-	-	-	-	-	-	-	-	-
Profit before tax	4,199	4,997	6,434	13,952	19,362	22,341	4,734	5,453	6,806	15,221	20,183	23,463
Tax expenses	659	785	1,212	2,191	3,032	3,315	932	1,056	1,483	3,002	3,846	4,398
Current tax	725	863	1,036	2,410	3,174	3,742	730	865	1,040	2,419	3,189	3,764
Deferred tax charge / (credit)	(66)	(78)	176	(219)	(142)	(427)	202	191	443	583	657	634
Net Profit for the period	3,540	4,212	5,222	11,761	16,330	19,026	3,802	4,397	5,323	12,219	16,337	19,065
Other Comprehensive Income												
(a) Items that will not be reclassified to profit or loss	(46)	26	(64)	(139)	(175)	37	(46)	26	(64)	(139)	(175)	77
(b) Tax (expense)/benefit on items that will not be reclassified to profit or loss	17	(10)	23	49	61	(13)	16	(10)	22	48	61	(13)
(c) Items that will be reclassified to profit or loss	-	-	-	-	-	-	1	(7)	(5)	1	(10)	(10)
Other Comprehensive Income for the period	(29)	16	(41)	(90)	(114)	24	(29)	9	(47)	(90)	(124)	54
Total Comprehensive Income for the period	3,511	4,228	5,181	11,671	16,216	19,050	3,773	4,406	5,276	12,129	16,213	19,119
Profit/(loss) attributable to :												
Owners of Jyothy Labs Limited							3,843	4,457	5,528	12,400	17,013	19,944
Non-Controlling Interest							(41)	(60)	(205)	(181)	(676)	(879)
Other Comprehensive Income attributable to:												
Owners of Jyothy Labs Limited							(29)	11	(46)	(90)	(122)	47
Non-Controlling Interest							-	(2)	(1)	-	(2)	7
Total Comprehensive Income attributable to:												
Owners of Jyothy Labs Limited							3,814	4,468	5,482	12,310	16,891	19,991
Non-Controlling Interest							(41)	(62)	(206)	(181)	(678)	(872)
Paid up equity share capital (Face value of Re 1/- each)	3,672	3,672	3,672	3,672	3,672	3,672	3,672	3,672	3,672	3,672	3,672	3,672
Other equity						89,706						1,39,183
Earnings Per Share of face value Re 1/- each												
Basic earnings per share (Rs)	0.96	1.15	1.42	3.20	4.45	5.18	1.05	1.21	1.51	3.38	4.63	5.43
Diluted earnings per share (Rs)	0.96	1.15	1.42	3.20	4.45	5.18	1.05	1.21	1.51	3.38	4.63	5.43
	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Not Annualised	Annualised

Notes :

- The above unaudited financial results of the Company for the quarter and nine months ended December 31, 2021 were reviewed by the Audit Committee and approved by the Board of Directors at their meeting held on January 21, 2022
- Exceptional item of Rs.2,350 lacs pertains to excise duty benefits availed in earlier years written off during the quarter ended March 31, 2021.
- Previous period figures have been re-grouped / re-classified wherever necessary, to conform to current period's classification in order to comply with the requirements of the amended Schedule III to the Companies Act, 2013 effective 1st April 2021.
- For more details on results, visit investor center section of the Company's website at www.jyothylabs.com and financial result under corporates section of Stock Exchange's Website at www.nseindia.com and www.bseindia.com.

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For and on behalf of the Board of Directors

JYOTHY
RAMCHANDRAN

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Place: Mumbai
Date: January 21, 2022

M.R. Jyothy
Managing Director
DIN : 00571828

JYOTHY LABS LIMITED						
REPORTING OF SEGMENT WISE REVENUE, RESULTS, ASSETS AND LIABILITIES						
(Rs in lacs)						
Particulars	Consolidated					
	Quarter ended			Nine months ended		
	31.12.2021	30.09.2021	31.12.2020	31.12.2021	31.12.2020	31.03.2021
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Segment Revenue :						
A. Fabric Care	20,908	21,414	17,587	60,445	48,910	66,938
B. Dishwashing	20,113	21,589	18,209	60,798	53,031	69,949
C. Household Insecticides	5,144	6,275	4,686	18,594	17,079	25,801
D. Personal Care	5,297	6,613	5,286	18,714	17,565	21,746
E. Laundry service	926	635	638	1,845	1,349	2,046
F. Others	1,515	2,009	1,256	4,582	3,467	4,432
Net Sales	53,903	58,535	47,662	1,64,978	1,41,401	1,90,912
Segment Results:						
Profit / (Loss) before tax, Exceptional item and finance cost						
A. Fabric Care	3,187	3,465	3,594	9,838	10,518	13,818
B. Dishwashing	2,355	2,433	3,621	6,949	10,612	13,491
C. Household Insecticides	(403)	(353)	(217)	(824)	(755)	(736)
D. Personal Care	734	990	1,073	2,964	4,195	4,906
E. Laundry service	(115)	(236)	(233)	(716)	(1,027)	(1,261)
F. Others	(89)	(99)	(147)	(470)	(135)	(268)
Total	5,669	6,200	7,691	17,741	23,408	29,950
Less: (i) Finance cost	(300)	(290)	(423)	(896)	(1,588)	(1,923)
(ii) Other unallocable expenditure	(715)	(652)	(580)	(2,113)	(2,028)	(2,705)
(iii) Exceptional Item (Note iv)	-	-	-	-	-	(2,350)
Add: Unallocable Income	80	195	118	489	391	491
Profit Before Tax	4,734	5,453	6,806	15,221	20,183	23,463
Segment Assets :						
A. Fabric Care	31,547	28,502	30,432	31,547	30,432	27,619
B. Dishwashing	24,771	22,000	23,553	24,771	23,553	22,625
C. Household Insecticides	13,876	12,103	15,156	13,876	15,156	11,920
D. Personal Care	7,425	7,258	7,978	7,425	7,978	8,224
E. Laundry service	11,373	11,456	12,151	11,373	12,151	11,757
F. Others	2,171	1,447	2,176	2,171	2,176	1,642
G. Unallocated assets	97,655	1,06,863	98,176	97,655	98,176	1,11,812
Total	1,88,818	1,89,629	1,89,622	1,88,818	1,89,622	1,95,599
Segment Liabilities :						
A. Fabric Care	13,141	14,183	12,137	13,141	12,137	13,817
B. Dishwashing	13,299	13,861	12,296	13,299	12,296	13,303
C. Household Insecticides	5,498	6,633	5,471	5,498	5,471	7,551
D. Personal Care	3,614	5,142	4,662	3,614	4,662	4,425
E. Laundry service	1,056	1,029	1,289	1,056	1,289	1,015
F. Others	630	657	707	630	707	770
G. Unallocated liabilities	15,069	15,386	16,895	15,069	16,895	15,648
Total	52,307	56,891	53,457	52,307	53,457	56,529
Notes:	<p>i. Fabric Care includes fabric whitener, fabric enhancer, detergent powder, detergent liquid and bar soap. Dishwashing includes dish wash bar, liquid, dish wash scrubber, dishwash steel scrubber and dishwash powder. Household Insecticides includes mosquito repellent coil, liquid and insect repellents sticks. Personal Care includes body soap, face wash, toothpaste, deodorants, talcum powder, after shave, hand wash, hand sanitizer and moisturiser. Laundry services includes drycleaning and laundry. Others includes incense sticks, toilet cleaner, floor cleaner and vegetable cleaner.</p> <p>ii. Based on the "management approach" as defined in Ind AS 108 - 'Operating Segments', the Chief Operating Decision 'Maker' evaluates the Company's performance and allocates resources based on an analysis of various performance indicators by business segments and segment information is presented accordingly.</p> <p>iii. Goodwill identifiable to operating segments are included in segment assets, however, where goodwill relates to multiple operating segments and it is not practicable to allocate between segments, it is included in unallocated assets.</p> <p>iv. Exceptional item is related to Household Insecticides segment.</p> <p>v. Finance cost is not allocated to any operating segments as the Company reviews the treasury and finance cost at the 'group level. Accordingly, borrowings are also considered in unallocated liabilities.</p>					
	<p>SREEJA RAJASEKHA RAN MARAR</p>			<p>For and on behalf of the Board of Directors JYOTHY RAMCHANDRAN</p>		
	<p>Digitally signed by SREEJA RAJASEKHARAN MARAR Date: 2022.01.21 12:30:24 +05'30'</p>			<p>Digitally signed by JYOTHY RAMCHANDRAN Date: 2022.01.21 12:02:10 +05'30'</p>		
	<p>Place: Mumbai Date: January 21, 2022</p>			<p>M.R. Jyothy Managing Director DIN : 00571828</p>		



RESULTS FOR THE QUARTER ENDED DECEMBER 31, 2021

FOCUSED EXECUTION DELIVERS DOUBLE DIGIT REVENUE GROWTH

Mumbai, January 21, 2022: Jyothy Labs Limited, one of the leading Indian FMCG companies announced today its financial results for the quarter ended December 31, 2021. The Company delivered sales of ₹ 539 crores, increase of 13.1% value growth against the same period last year.

The quarter has witnessed mixed consumer sentiment with normalisation of economy inspite of ongoing pandemic affecting day-to-day lives, however, higher inflation has adversely impacted the monthly household budgets of the consumers.

The Company continues to deliver good results backed by recovery across all channels and categories. We will continue to grow the market backed by distribution and digital expansion and product innovation initiatives. We constantly focus on strengthening our go-to-market (GTM) across all channels including urban and rural areas which has resulted in double digit growth for the quarter and as well as on a 2 year CAGR basis.

The higher raw material input costs have impacted the margins which has been partially managed with calibrated price hikes and persistent cost rationalisation measures.

We continue to focus on technology led distribution and improve productivity in all spheres of business to maintain balance between higher volume growth, market share and margins.

Inspite of pressure on margins, we have focused on promotional activities and judicious media spends to support full business potential of our brands and distribution and expect significant benefits in future to enhance long term shareholder value.

FINANCIAL HIGHLIGHTS (Q3FY2022 results over same period last year)

- Net Sales at Rs. 539 Crores, up by 13.1%. 2 year CAGR growth of 13.2%
- EBITDA at Rs. 61.2 Crores (11.3% to net sales) Crores versus Rs 79.8 Crores (16.7% to net sales)
- Net Profit at Rs 38 Crores versus Rs. 53.2 Crores

SEGMENT PERFORMANCE:

FABRIC CARE - Fabric Whitener, Fabric Enhancer, Bar Soap and Detergent Powder.

Fabric Care sales increased by 18.8% for Q3FY22 over same period last year. The segment has seen improvement in sales across all brands with acceleration in sales at Modern Trade and Canteen Store Department. Further, post wash segment have seen sequential improvement every month and has reached pre-covid levels.

DISHWASHING - Dish Wash Bar, Liquid, Gel, Powder and Scrubbers.

Dishwashing sales increased by 10.4% for Q3FY22. The growth is supported by good momentum backed by greater emphasis on hygiene and strong distribution focus across all channels. Further, smaller SKUs continues to gain acceptance and are selling strong in rural markets thereby thrusting growth in revenues and individual brand trajectory.

HOUSEHOLD INSECTICIDES - Mosquito Repellent Coil, Incense Sticks and Liquid Vaporizer.

Household Insecticides sales increased by 9.8% for Q3FY22. The sales were satisfactory as consumers adopt a preventive approach towards health. We continue to focus on Liquid format with our 'Fit all Machines' Liquid Vaporiser Bottle highlighting its unique offerings which has been consistently gaining market share.

PERSONAL CARE - Body Soap, Face Wash, Hand Wash, Sanitizer and Toothpaste.

Personal Care Sales have been flat for Q3FY22 over same period last year, however grew by 21.9% on a 2 year CAGR basis. Our Neem based Margo portfolio of Soaps, Handwash, etc continues to be consumer preference as these products are made from natural ingredients.

Commenting on the financial performance of Q3FY2022, Ms. M R Jyothy, Managing Director, Jyothy Labs Limited said " We have been consistently delivering double digit growth for last few quarters backed by our relentless focus on execution to build scale with agility which has resulted in market share gains across categories.

This has been achieved inspite of challenging higher input price environment resulting into increase in retail prices which impacts consumers purchasing power. While we continue to face margin pressure, we will focus on our strategic levers to offer better value proposition to consumers and focus on distribution which will aid in accelerating us towards higher revenue growth"

About Jyothy Labs Limited:

Jyothy Labs Limited (JLL), one of the leading Indian FMCG Companies was founded in 1983 with a single brand 'Ujala' which has evolved into a multi brand, BSE & NSE listed Company involved in the manufacturing and marketing of products in fabric care, dishwash, mosquito repellent and personal care.

The Company has leading brands like Ujala, Maxo, Exo, Henko, Pril, Margo, Mr. White, T-Shine, Neem, Maya and More Light that are well-known and established brands in their respective categories. The Company also runs an organized laundry chain which provides 'World class laundry at affordable price at your doorstep' through its subsidiary 'Jyothy Fabricare Services Limited'.

For more information, please contact:

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