

SCALABLE & SUSTAINABLE

Unique Zero Waste Company



Shree Pushkar Chemicals & Fertilisers Limited

Q3 & 9MFY22 Investor Presentation

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Financial Performance


Key Highlights

Q3 FY22 (Y-o-Y)

Revenue
137 Crs

 44%

EBITDA
20 Crs


 46%

PAT
12 Crs

 37%

9M FY22 (Y-o-Y)

Revenue
392 Crs

 62%

EBITDA
60 Crs

 107%

PAT
41.5 Crs

 129%

Update on Capex & Solar Projects

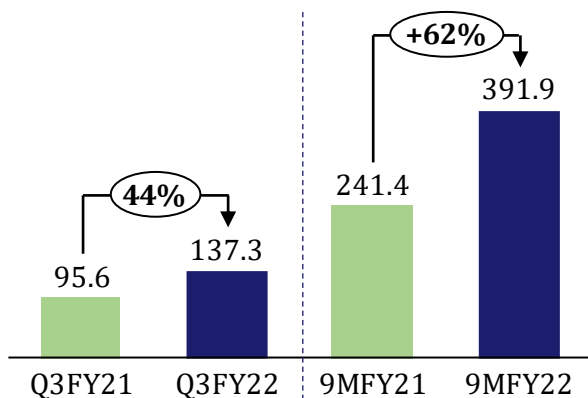
Electricity generation commissioned for two solar projects of 2.00 MW_AC/2.60 MW_DC each (Total 5.2 MW_DC)

Planned capex of Rs 21 crs out of which Rs 13.29 crs has been incurred.

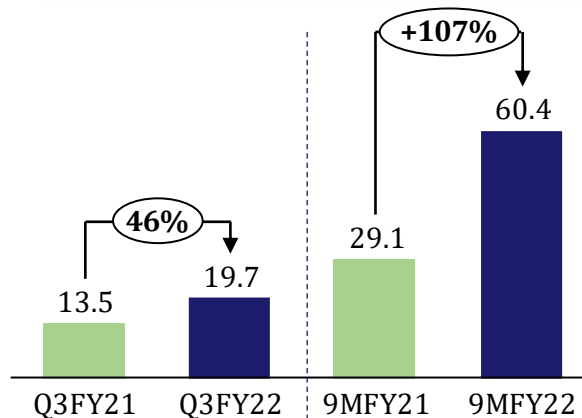
Unit V Capex almost completed, and dry trial run has already started. Commercial production to commence within this financial year. Planned Capex of Rs108 crs out of which Rs 99.47 crs incurred up to December 31st 2021.

Q3 & 9M-FY22 Consolidated Financial Highlights

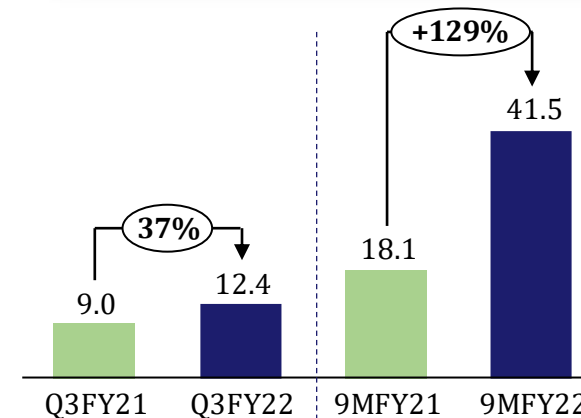
Revenue (Rs. in Crs)



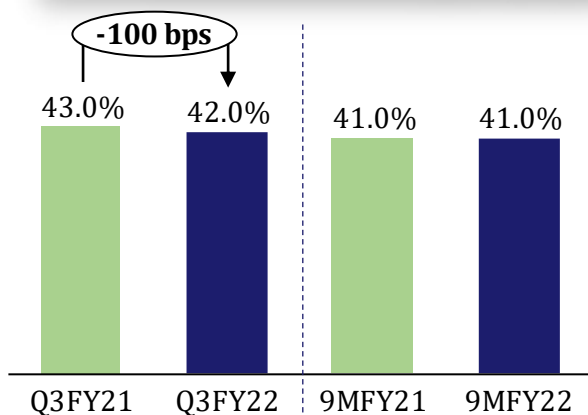
EBIDTA (Rs. in Crs)



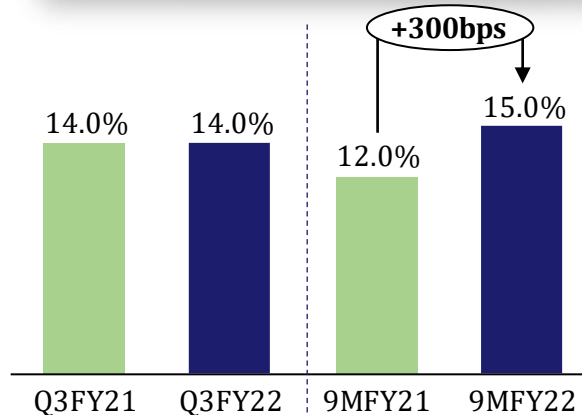
PAT (Rs. in Crs)



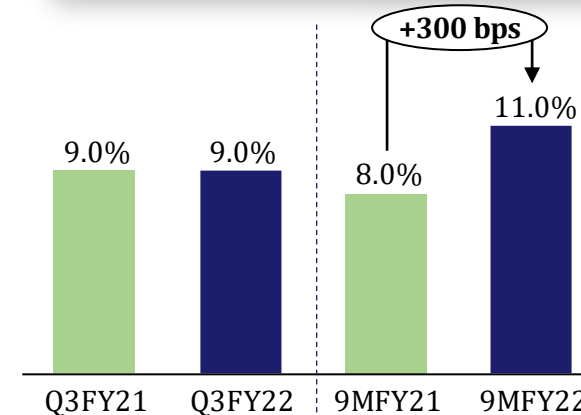
Gross Profit Margins (%)



EBIDTA Margins (%)



PAT Margins (%)



Q3 & 9M-FY22 Operational Highlights

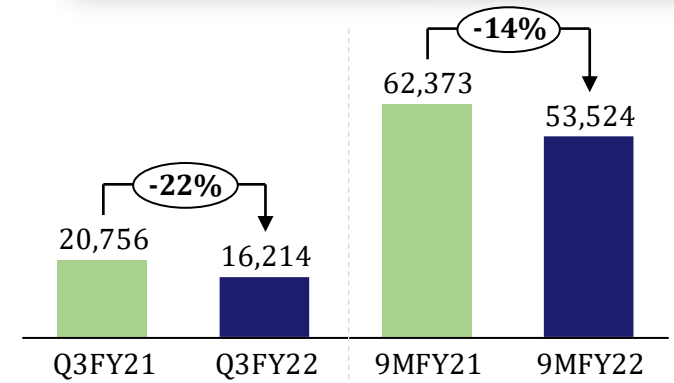
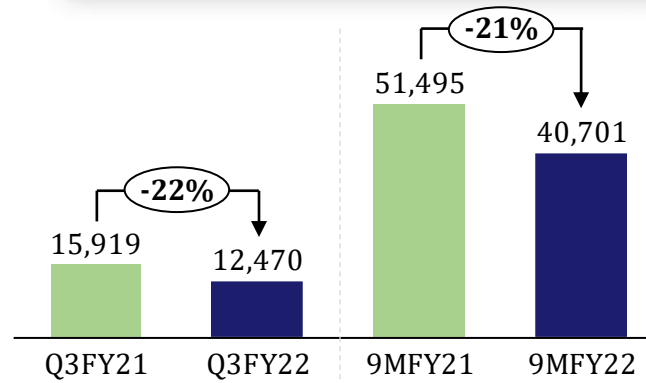
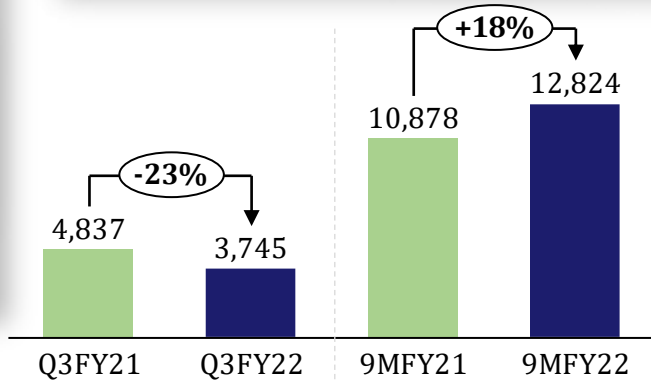
Sales Volume

Chemicals (MT)

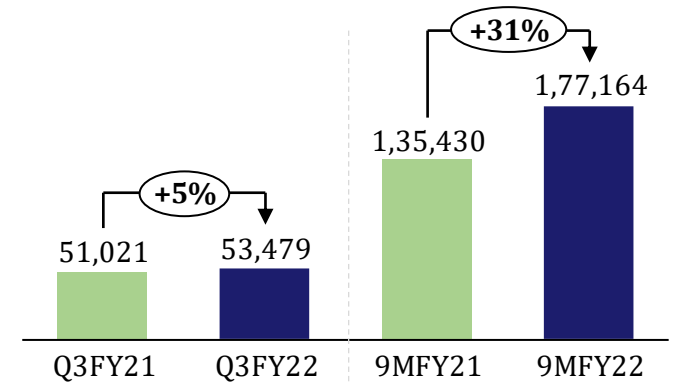
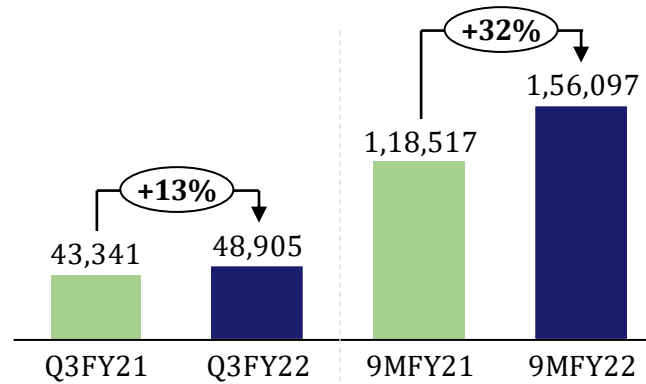
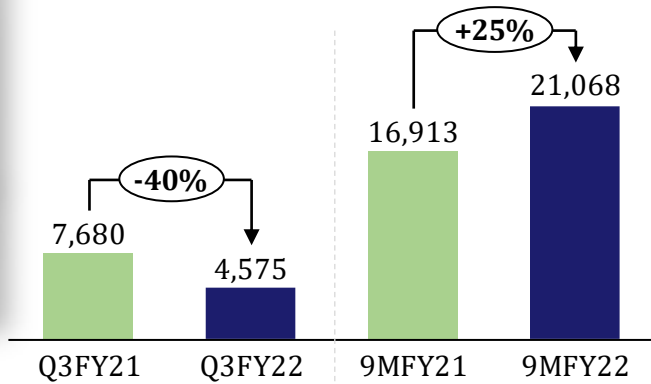
Fertilisers (MT)

Total (MT)

Standalone



Consolidated



Q3 & 9M FY22 Consolidated Profit & Loss Statement

Profit & Loss Statement (Rs. in Crs.)	Q3FY22	Q3FY21	Y-o-Y	Q2FY22	Q-o-Q	9MFY22	9MFY21	Y-o-Y
Revenue from Operations	137.3	95.6	44%	136.1	1%	391.9	241.4	62%
Cost of Materials Consumed	98.4	49.8		85.5		255.2	130.2	
Changes in Inventories	-19.2	4.3		-5.0		-22.2	13.0	
Gross Profit	58.2	41.5	40%	55.5	5%	159.0	98.2	62%
GP %	42%	43%		41%		41%	41%	
Employee Benefits Expense	10.2	7.2		9.5		26.9	18.2	
Other Expenses	28.3	20.8		23.7		71.7	50.9	
EBITDA	19.7	13.5	46%	22.3	-12%	60.4	29.1	107%
EBITDA %	14%	14%		16%		15%	12%	
Other Income	1.6	2.0		2.3		5.9	4.7	
Depreciation and Amortisation Expense	3.6	3.0		3.4		10.5	9.0	
EBIT	17.7	12.5	41%	21.2	-17%	55.8	24.8	125%
Finance Costs	0.5	0.3		0.6		1.8	1.3	
PBT	17.2	12.2	41%	20.6	-17%	54.0	23.5	129%
Total Tax Expense	4.8	3.2		4.9		12.4	5.4	
Profit for the year	12.4	9.0	37%	15.7	-21%	41.5	18.1	129%
PAT %	9%	9%		12%		11%	8%	
EPS	4.02	3.16		5.11		13.47	5.87	

Historical Consolidated Profit & Loss Statement

Profit & Loss Statement (Rs. in Crs)	9M-FY22	Mar-21	Mar-20	Mar-19	Mar-18	Mar-17
Revenue from Operations	391.9	354.9	346.3	451.9	395.3	305.9
Cost of Materials Consumed	255.2	199.6	209.6	290.0	295.9	217.6
Changes in Inventories	-22.2	12.4	4.8	12.6	-23.8	-5.4
Gross Profit	159.0	142.9	131.9	149.3	123.2	93.7
GP %	41%	40.3%	38.1%	33.0%	31.2%	30.6%
Employee Benefits Expense	26.9	27.0	24.9	30.1	18.7	12.8
Other Expenses	71.7	72.7	56.7	52.1	43.3	29.1
EBITDA	60.4	43.2	50.3	67.1	61.2	51.9
EBITDA %	15%	12.2%	14.5%	14.8%	15.5%	17.0%
Other Income	5.9	6.7	3.3	2.4	1.7	2.2
Depreciation and Amortisation Expense	10.5	12.6	11.5	10.0	7.8	5.5
EBIT	55.8	37.3	42.1	59.5	55.1	48.5
Finance Costs	1.8	1.5	2.1	3.7	2.9	2.5
PBT	54.0	35.9	40.0	55.8	52.2	46.0
Total Tax Expense	12.4	7.3	4.3	15.0	15.7	15.8
Profit for the year	41.5	28.5	35.7	40.8	36.5	30.2
PAT %	11%	8.0%	10.3%	9.0%	9.2%	9.9%



Competitive Edge

Unique Positioning

-  Fully - Integrated player
-  Unique Zero Waste Company
-  Capacity Expansion
-  Funded Capex from Internal Accruals

-  Strong Operating Cash Flow
-  Diversified Product mix
-  Turnaround Acquisitions
-  Environmental, Social & Governance



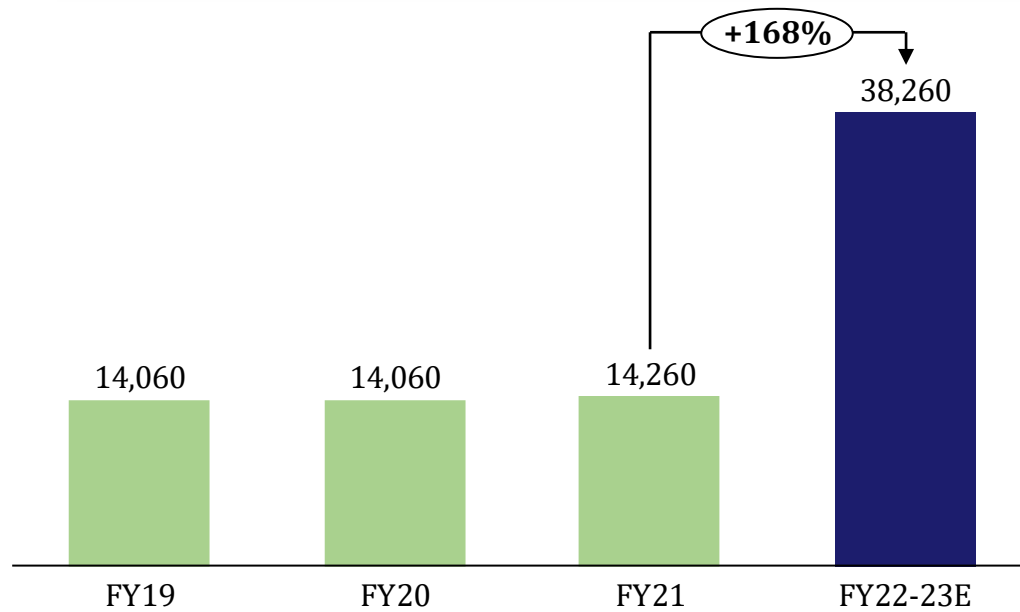
“One-stop shop” for the Textile Effects industry

&

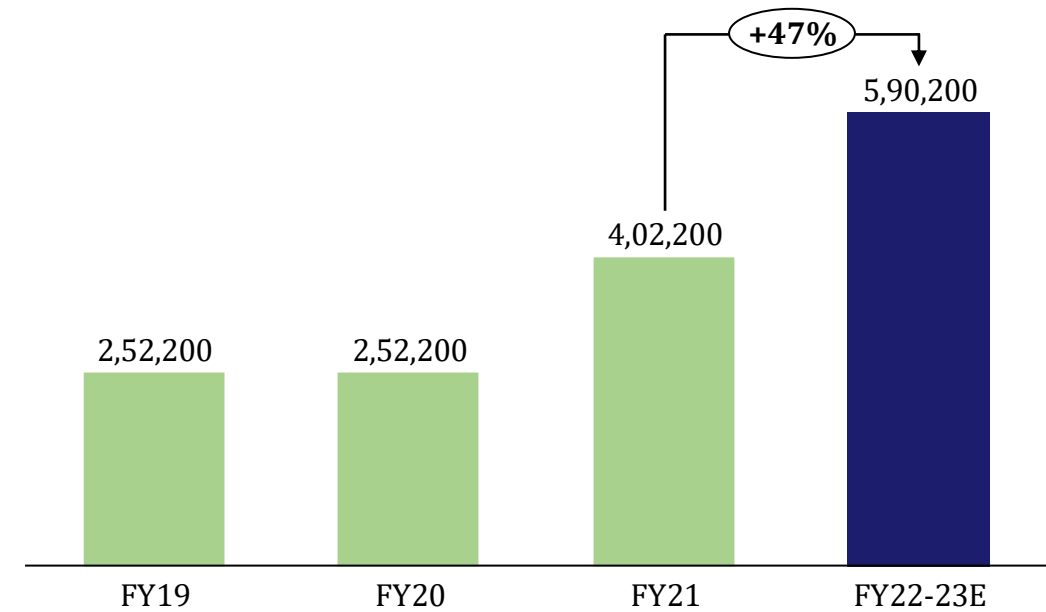
Fertilizers and Soil Conditioners catering from “Farmers to Multinationals”

Capacity Expansions

Chemicals* (in. MTPA)



Fertilisers (in. MTPA)



All capex funded through **Internal Accruals**

*Excl. Acids Capacity

Ongoing Capex to be operational soon – Solar & Unit V

Solar Plant



Electricity generation commissioned for two solar projects of 2.00 MW_AC/2.60 MW_DC each (Total 5.2 MW_DC) at Ahmednagar, Maharashtra. Planned capex of Rs 21 crs out of which Rs. 13.29 crs has been incurred.

Unit V



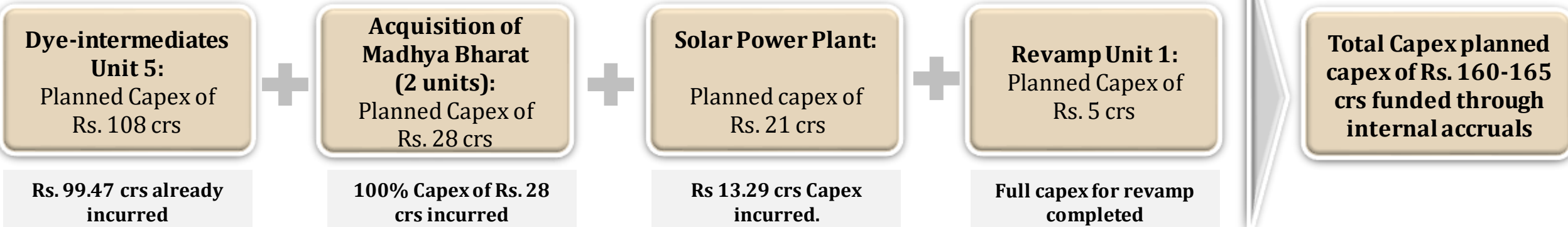
Total Capex of Rs. 108 crs of which Rs. 99.47 crs has been incurred till 31st December 2021. To be operational in FY22

Capex funded through Internal Accruals



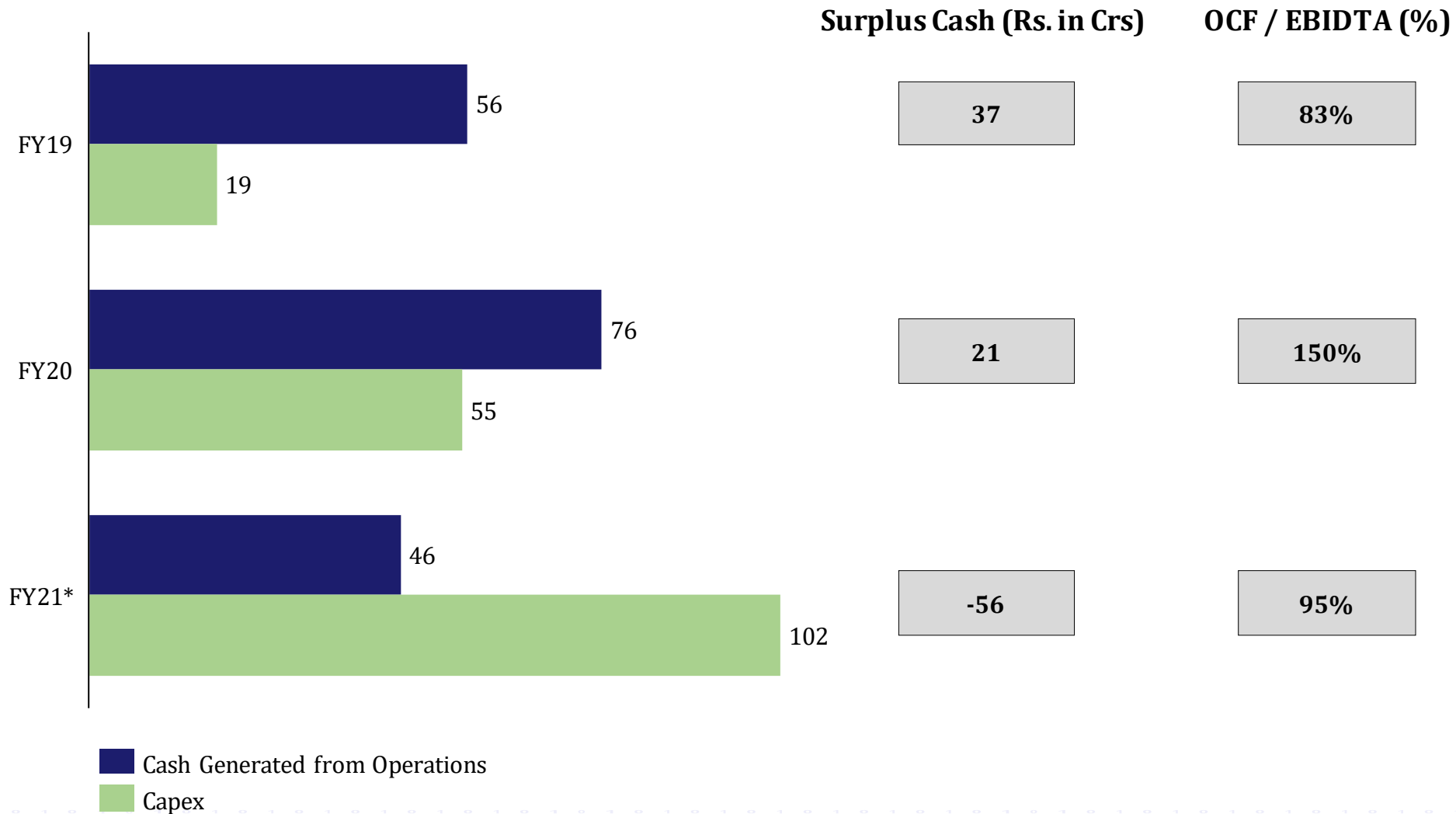
Unit 5 & Madhya Bharat Plants Unit 1 & Unit 2

Zero Debt Company
+
In-house Funding of Capex plans
+
Non-Lien Deposits of ~ Rs. 67.55 crs



Alongside Generating Cash to Support Future Growth

Sufficient cash generated over the years to fund the capex requirements & growth of the business



Cash generated to manage capex through internal accruals

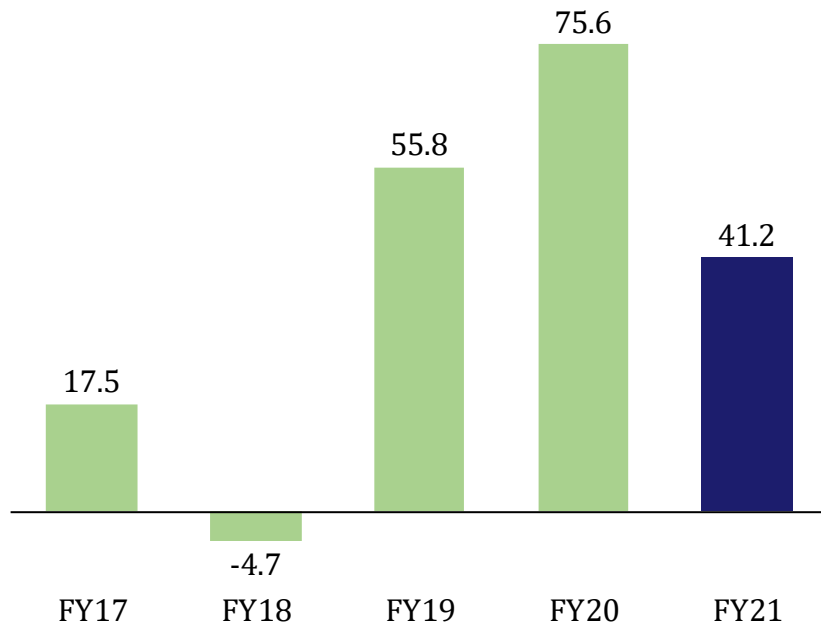
Self-sufficient business to funds working capital requirement for growth

Non-Lien Deposits of ~Rs. 67.55 crs despite capex over the years

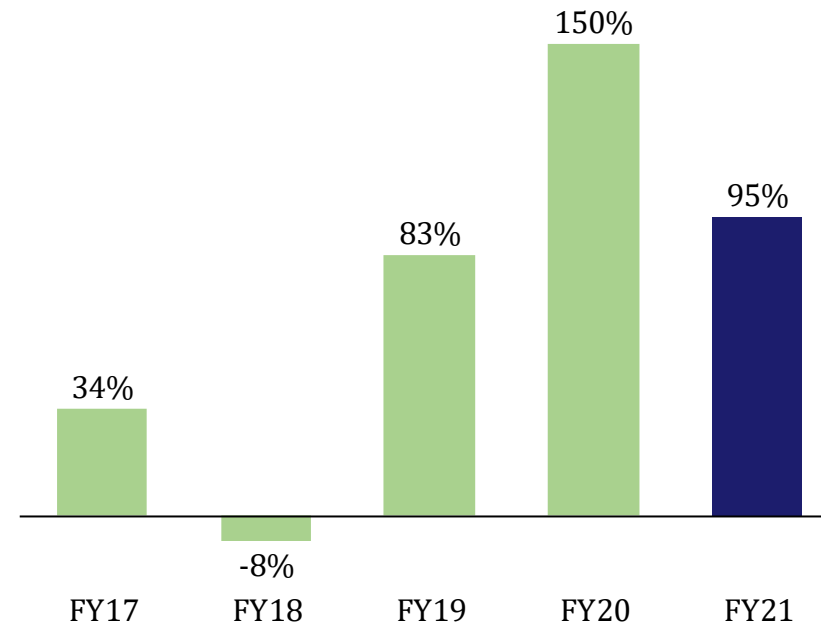
*Includes acquisition cost of MBPL

Strong Operating Cash Flows

Operating Cash Flows (Rs. in Crs)

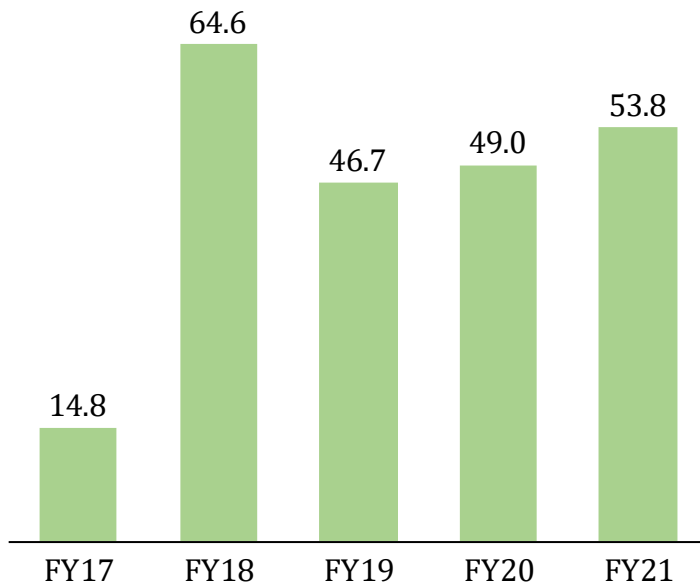


OCF / EBIDTA (%)

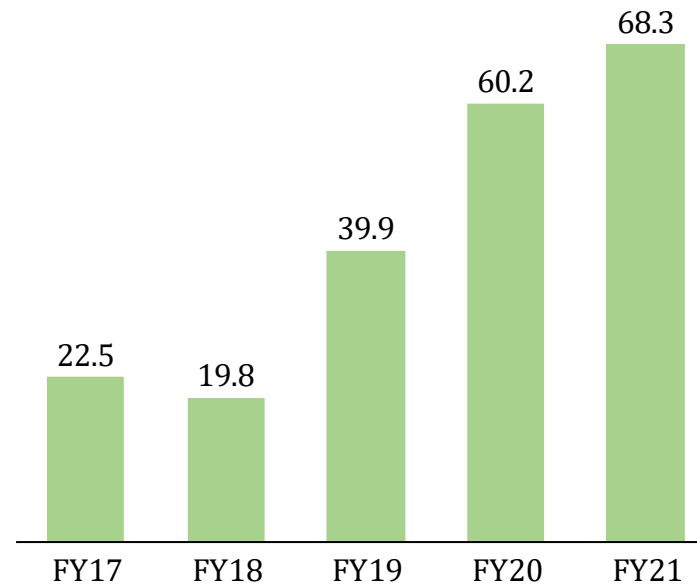


Sustainable cash flow from operations, self sufficient for any further growth opportunities

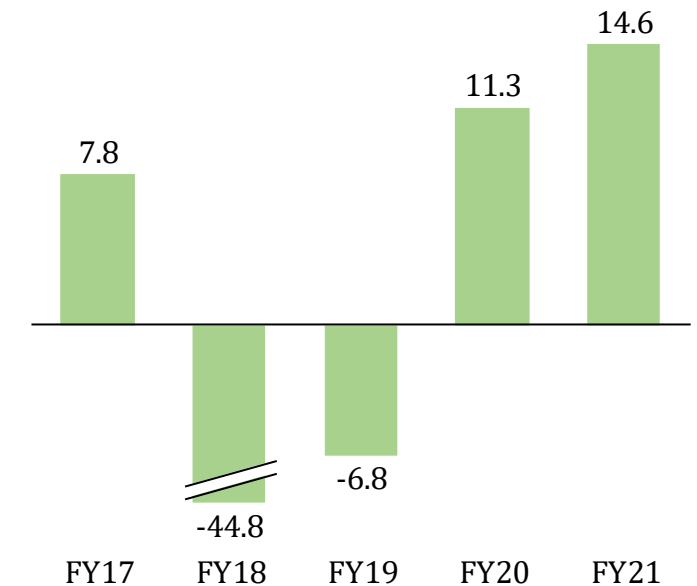
Total Debt



Cash & Cash Equivalents

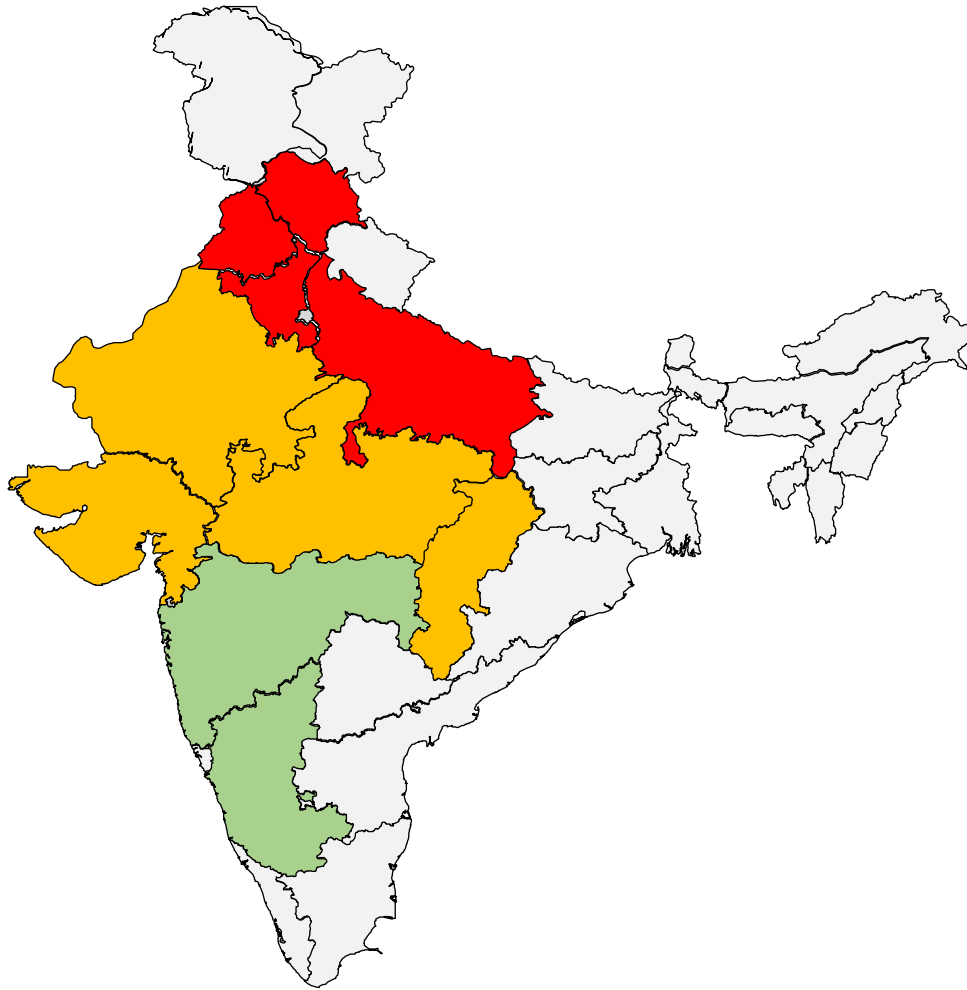


Net Cash



Net cash company despite of continuous acquisitions and expansion over the years

Pan India Distribution




Presence in key states and near to major raw material suppliers


Multi-location Manufacturing facilities for efficient supplies

Near to End-use market –Customer’s for fertilizers & crop protection from our 14 offices across India

Strategic located manufacturing units offering numerous logistics and management control advantages

Marketing through 600+ dealers of our own brand & our own distribution channels

 Shree Pushkar Manufacturing unit

 Kisan Phosphate Manufacturing unit

 Madhya Bharat Fertiliser Manufacturing unit

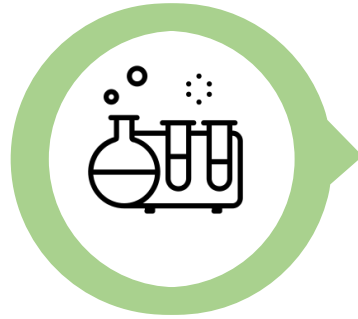
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Diversified Product mix

Dyestuff



Dye Intermediates



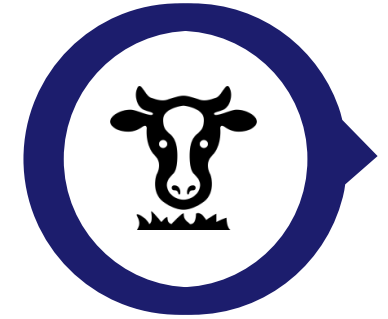
Fertilisers



Acid Complex



Animal Health & Nutrition



- Specialty Dyes

- Gamma Acid
- K- Acid
- R-Salt
- Vinyl Sulphone
- Meta Ureido Aniline
- H- Acid

- Single Super Phosphate (SSP)
- Soil Conditioner;
- Nitrogen Phosphorus Potassium (NPK),
- Sulphate Of Potash (SOP)

- Sulphuric Acid
- Oleum
- Chloro Sulphonic Acid (CSA)

- Di- Calcium Phosphate (DCP)

Used for Dying of Textile / Yarns commonly cellulosic material

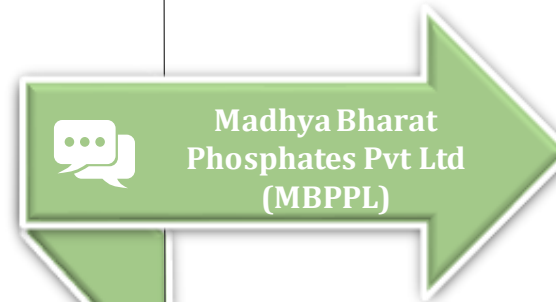
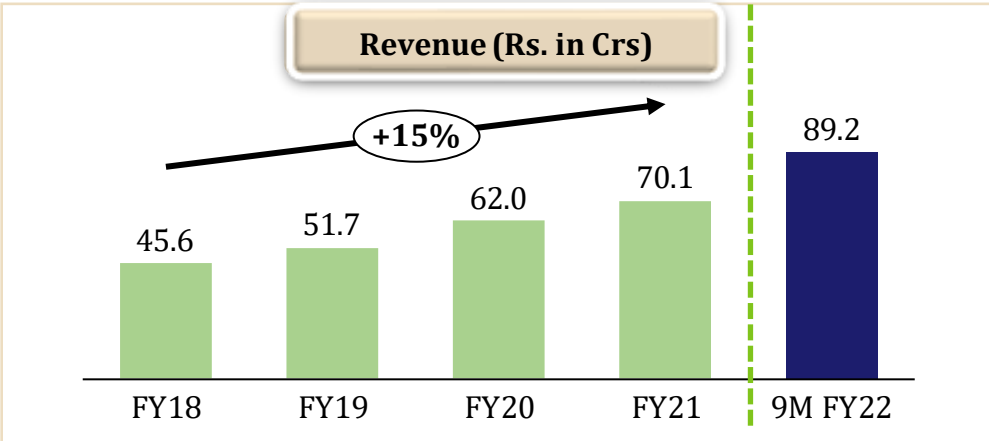
Manufacturers of Synthetic Dyes

Agriculture

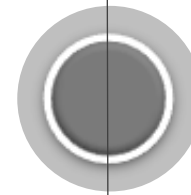
An acid reagent typically used for Sulphonation reaction

Used by Cattle & Poultry Feed manufacturers

Turnaround of Acquisitions



- ❖ Acquired 100% in 2020-21
- ❖ Engaged in the manufacturing of Single Super Phosphate along with Animal health & nutrition
- ❖ Acquisition was primarily done to grow and strengthen the “Shree Pushkar” brand in one of India’s largest fertilizers market – Madhya Pradesh.
- ❖ **Post takeover** of MBPPL in 2020, SPCFL has become one of **India’s Largest SSP Manufacturer**
- ❖ Has **two manufacturing units located in Madhya Pradesh**, both these units are strategically located not just to serve Madhya Pradesh but all of central India



Revamp & started operations of MBPPL despite Covid-19 pandemic and clocked in revenue of Rs. 69 crs for 9M FY22. Anticipating high growth from this subsidiary going forward

- ❖ Acquired 100% in FY18
- ❖ Engaged in the manufacturing of **Single Super Phosphate and Animal health & nutrition in the state of Haryana, India.**
- ❖ With the acquisition, now has a strong foothold in India’s most promising agriculture market, Punjab and Haryana. **Further establishing “Shree Pushkar” brand across northern India.**
- ❖ Also set up a new Sulphuric Acid Plant and Captive Power Plant in 2019 at the same site, this foray into backward integration was a turnaround moment for KPPL as it propelled the company towards sustainable functioning.



ESG Initiatives

Company reduced **11%** of energy consumption over the last 5 years

Company reduced **15%** of coal consumption over the last 5 years

Carbon/ Green House Gas emissions reduction by **7%**

Renewable energy – **5.2 MW_DC** solar plant project is operational

Water usage reduction – **17%** over the past 5 years

Reduction of Plastic Packaging

5 to 6 Audits done by the authorized Pollution Board in a year, with no major discrepancies

ZERO Litigations faced by the company on account of deforestation or any major degradation of environmental metrics over the past five years

Only 4 Injury/accidental/fatality rate for the company across the last five years

**Data collated for the last 5 years*

An Initiative towards Conservation of Resource



Reduction in Energy Consumption

- Installed a captive power plant based on **'Waste Heat Recovery System.'** Under the waste heat recovery system, energy is recovered as a by-product & further re-used in generation of steam & then to power.
- Commissioning of 4MW_AC/5.2 MW_DC Solar Power Project (Two Projects of 2.00 MW_AC/2.60 MW_DC each).



Conservation of Water Consumed

- Substandard acidic effluents by-product is used in manufacturing of Animal & Health Nutrition Product which is conforming to the ISI Specification & is approved by NDDB (National Dairy Development Board)
- Waste water is used for production of animal health & nutrition products, used as raw material for other products (H-acid) & rest is treated & discharged as per the permissible limits to CETP



Reduction in Plastic Consumption

- Currently packs its finished product in HDPE Bags
- We have already stopped usage of BOPP bags
- We are planning to shift to bags which are bio-degradable & Decomposable in nature.



Hazardous/Toxic Waste Management

- The company produces Gypsum as its solid waste product which is further used in making a fertilizer product called Soil Conditioner by adding magnesium & sold as secondary fertilizers.
- The Gaseous waste SO₂ is collected, scrubbed with water & soda ash (Alkaline) which is then turned into Sodium Bi Sulphite Solution and used as raw material for other plants

ZDHC & Blue-Sign Certified with environmental care being priority for the organization



- ★ Provides Maternity leaves, Group Insurance, PF system & Gratuity Schemes
- ★ Holds regular fire drills & safety drills for the employees & laborers of the factory. provision for first aid on every site, & people are trained in case of an emergency
- ★ The site also has an on-call doctor & conducts regular Health Check-ups. The company has an ambulance readily available in case of emergency 24x7 at its site
- ★ Safety is the company's priority. The company also encourages Disaster Management Seminars & is in the process of developing a Disaster Management Team to handle such incidents

Employee Safety Monitoring

COVID -19 Learning Portal to aid employers/workers get updates about COVID -19 related resources



Made compulsory to wear a protective mask at all times in the premises. Ensures Temperature checks, Sanitisation & Social Distancing adequately across all its sites



Provides free testing & vaccination drives for its employees amidst the pandemic. The company also supports employees who test positive with quarantine facilities



In the wake of the ongoing pandemic, the company has been encouraging work from home for majority of its employees. The company also ensures that employees are paid in full & on time.



SHREE PUSHKAR FOUNDATION

SHREE PUSHKAR FOUNDATION (“the Foundation”) registered under the Bombay Public Trusts Act, 1950 and was established in 2019 with a vision to boosting our CSR initiatives

Company undertakes various initiatives such as education for under privileged, health and sanitation, promoting and upliftment of cultural values, arts etc.

Believe in creating equal opportunities for the underprivileged and differently abled members of the society





Company Overview

SHREE PUSHKAR thrives to take care of the people and the environment and strongly believe in the concept of **'True Sustainability'**



These factors that make us truly sustainable have now turned into our core strengths

Fully Backward and Forward Integrated

- Started manufacturing Dye Intermediates in 2001 and dyes in 2016, Not only **expanded our portfolio in a horizontal manner but also in the vertical space** which helps to be least dependent on outside suppliers

Sustainable Backbone

- **Own Logistics fleet** that brings ease of transportations
- Established **own captive Power plant** that reduces our electricity cost and makes unaffected to power cuts.

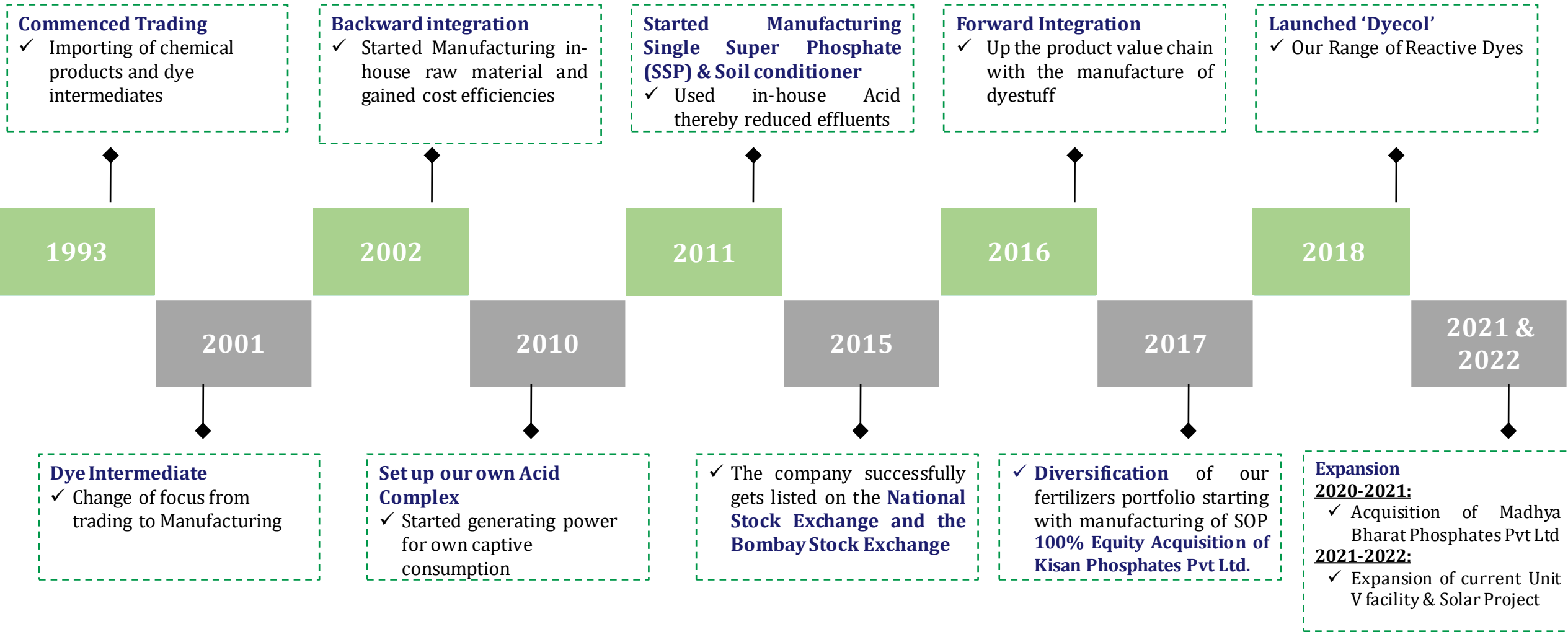
Unique Zero Waste Company

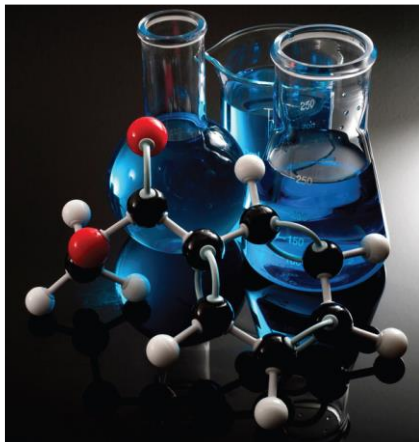
- **Each waste** is treated to the best possible level and then **used to make other value-added products** such as Fertilizers and Animal Health & Nutrition Products.

Environmental, Health, Safety, Society

- **'Bluesign System Partner'** which demonstrates strong commitment towards **gold EHS Standards**
- Regular training sessions are conducted on various plant locations.

Journey so far

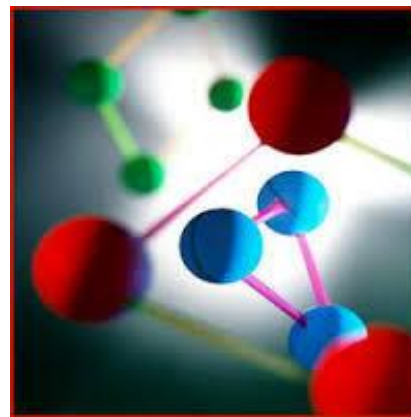




Acid Complex

Compound capable of neutralizing alkalis

- **Active acid reagent** typically used for Sulphonation reaction
- Sulphuric Acid, Oleum and Chloro Sulphonic Acid (CSA)
- **More captively consumed**, only sulphur quantities and sold in the market



Dye Intermediates

Single product in 2001 to over 10 products now

- **Wide portfolio under one roof** like H-Acid, VS, K-Acid, Gamma Acid, R Salt, among others
- **Capacities are fungible** to a certain degree across products
- Produced on basis of global demand and captive requirements
- Planned capex of Rs. 85 crs for **expanding capacities to ~22,000 MTPA** from current ~9,000 MTPA by FY22.



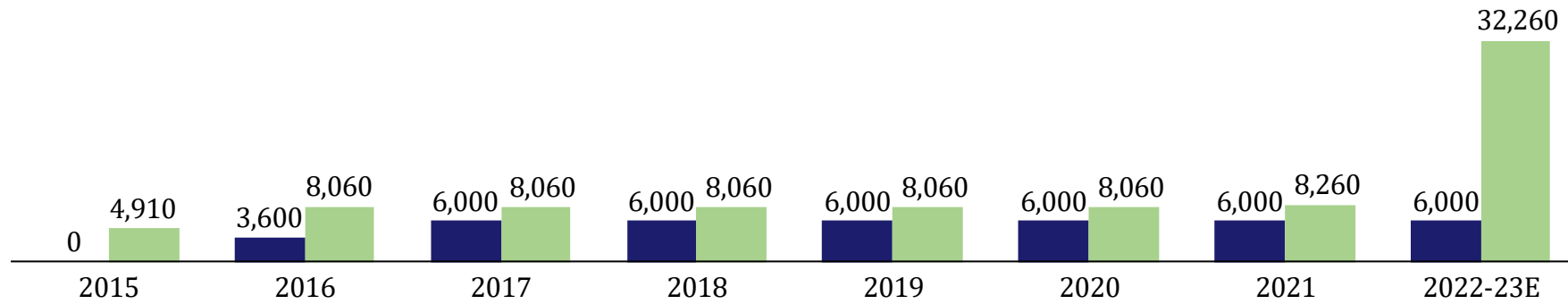
Dye stuff

Own established brand of Reactive Dyes

- One of the **leading manufacturer of reactive dyes** primarily used for dyeing textiles, for cellulosic fibers like cotton / flex & wool.
- Our reactive dyes **uses less Water & Energy** and decreases the processing skills in comparison to conventional dyes industry.
- Product range certified from **"GOTS"** and enjoy the privileged status of being a Government recognized **"Export House" from the last 15 Years**
- **"BLUE SIGN"** System Partner and a **"ZDHC"** Contributor
- Capacity of **6,000 MTPA**

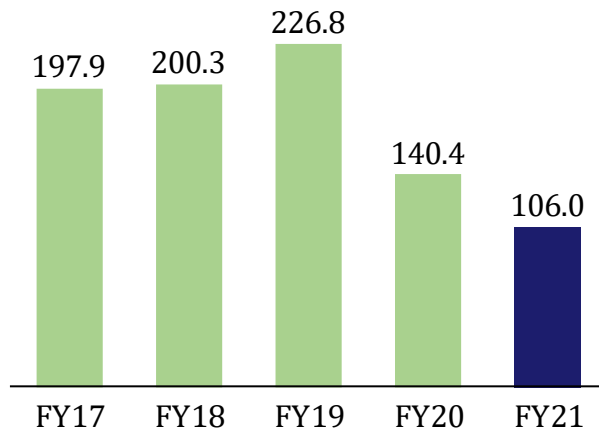
Capacity Build up (MTPA)

■ Dye Stuff
■ Dye Intermediates

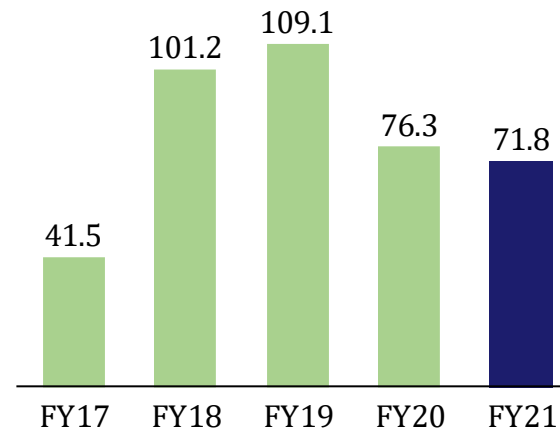


Revenue from Operations

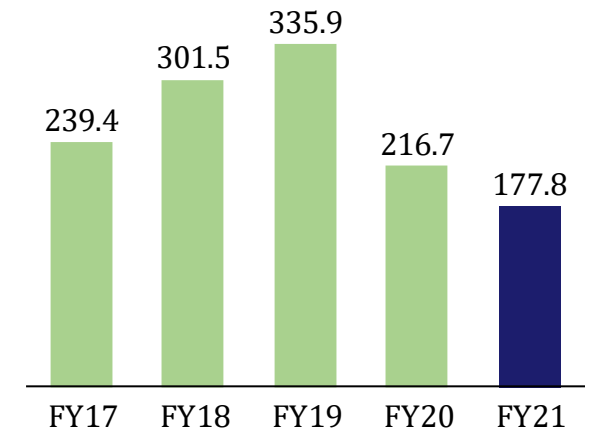
Dye Intermediates* (Rs. in Crs)



Dye Stuff (Rs. in Crs)

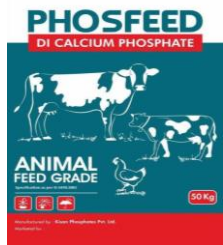


Total (Rs. in Crs)



*Includes Revenues from Acid complex & others

Fertilisers



DI CALCIUM PHOSPHATE
ANIMAL FEED GRADE
[$\text{CaHPO}_4 \cdot 2\text{H}_2\text{O}$]
GROSS WT. 50.200 KGS.
TARE WT. 00.200 KGS.
NET WT. 50.000 KGS.
LOT NOS.
BAG NOS.
USE NO HOOKS

Animal Health & Nutrition

Among the Top 5 manufacturer of SSP in India

- Portfolio consists of more than 15 types of different grades of Fertilizers
 - Own distribution and dealership network mainly in the states of Haryana, Punjab, Rajasthan, Uttar Pradesh, Himachal Pradesh, Uttarakhand, Maharashtra, Karnataka, and Goa
 - Single Super Phosphate (SSP) is a straight phosphatic multi-nutrient fertilizer and manufacture fortified SSP in two different types
 1. Zincated (Granular and Powder)
 2. Boronated (Granular and Powder)
 - PUSHKAR™ Sulphate of Potash (SOP) is a product that provides Potash and Sulphur as nutrients. One of the major benefits of SOP as a fertilizer is that it is completely water soluble and can be easily administered to plants through soil or foliar spray
 - PUSHKAR™ NPK consists of 18 % Nitrogen, 18% Phosphorus & 10% Potassium. It enhances the health of the plant and uniforms plant growth, so the crop gets ready for harvest at once
-
- Product used as an additive for the feed given to livestock and domestic fowls as supplementary to their requirement of phosphorus and calcium
 - Prevents Osteomalacia and Rickets in the livestock and fowls



World class Manufacturing facilities

Strategically Located Manufacturing Plants...

Unit 1: Acids, Dye Intermediates & Animal Health & Nutrition



Unit 2: Fertilizers SSP, NPK & Soil Conditioners



Unit 3: Reactive Dyes & Dye Intermediates



Unit 4: Fertilizers SOP & Calcium Chloride



Unit 5: Dye Intermediaries & Animal Health & Nutrition



Kisan Phosphates, Haryana: Fertilisers Plant



Madhya Bharat Unit 1, Madhya Pradesh: Fertilisers



Madhya Bharat Unit 2, Madhya Pradesh: Fertilisers



...for catering growing markets



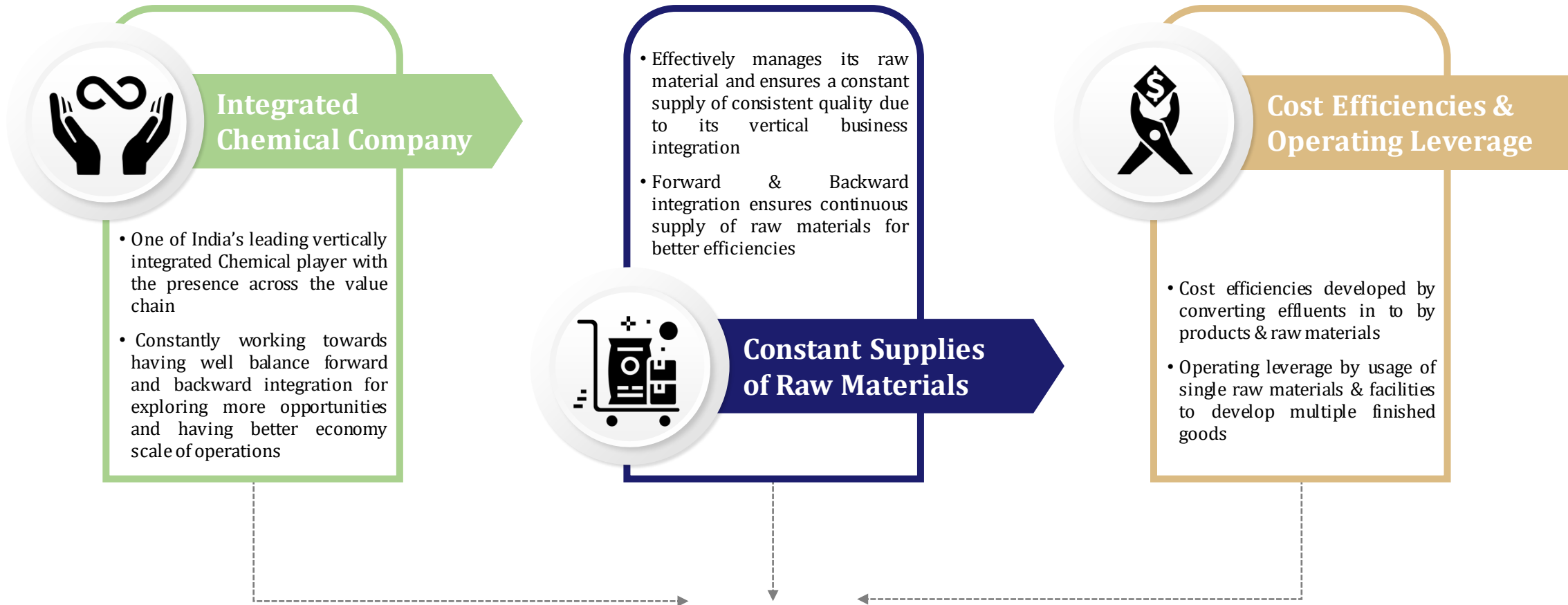
- Fully integrated, research based, innovative chemical and fertilizers manufacturing Company having our own Research and Development team working relentlessly towards product development
- Strong **R&D team** who strive to make all the difference with their specialized skills and dedication. The activities at our R&D comprises of Chemical and analytical research and development



Continuously strives to improve the product quality & services to meet customer's needs



Well balanced forward & backward integrated plant





BlueSign – System Partner:

- “Bluesign” accreditation, which is recognized amongst the best in the world and the Company has earned the status of “System Partner”
- The BlueSign system is the solution for a sustainable textile production, eliminating harmful substances right from the beginning of the manufacturing process and sets and controls standards for an environment friendly and safe production



ZDHC Contributor with ZDHC Foundation:

- The foundation oversees implementation of the Zero Discharge of Hazardous Chemicals programme with a mission to advance towards zero discharge hazardous chemicals in the textile, leather and footwear value chain to improve the environment and people’s well being



GOTS Certified Company:

- The Global Organic Textile Standards (GOTS) is the worldwide leading textile processing standard for organic fibres, including ecological and social criteria, backed up by independent certification of the entire textile supply chain
- Also, the Company is a member of the All India Chemical manufacturers association, SSP manufacturers association, Member of the CETP Lote, etc.

Certifications complying with local and international environmental guidelines

Experienced Board of Directors



- Holds a Bachelor's degree in Commerce from Mumbai University and has more than 2 decades of experience in the chemical industry and specializes in the sector of dyes, dye intermediates and fertilizers
- He is the guiding force behind the strategic decisions of our Company and has been instrumental in planning and formulating the overall business strategy and developing business relations for our Company

Mr. Punit Makharia
Chairman & Managing
Director



- He holds a Bachelor's degree in Science from Karnataka University, a Bachelor's degree in Law from University of Mumbai and a Diploma in Marketing and Advertising from Rajendra Prasad College of Mass Communications & Media.
- He is an associate member of The Indian Institute of Bankers and has more than 4 decades of experience in the financial services industry particularly commercial banking, manufacturing industry and realty industry

Mr. Ramakant Nayak
Non-Executive Director



- He holds CAIIB (Both Parts) Indian Institute of Bankers along with he has also completed M.com CS, CMA, LLB, Insolvency Professional etc. He is Managing Committee Member of PHD Chamber Of Commerce.
- He has over 35 years of experience in the field of corporate industry as a Director, Company Secretary, Headed Internal Audit, Corporate Advisory Department and Vigilance Department, Project financing, loan restructuring etc. also handled BIFR cases and litigation matters.

Mr. Satpal Kumar Arora
Independent Director



- He holds a Bachelor's degree in Electronics and Telecommunications from Mumbai University and Master's degree in Business Administration from Manchester Business School, University of Manchester, United Kingdom
- He has more than 16 years of experience in the chemical industry and specializes in the sector of dyes, dye intermediates and fertilizers.
- He is responsible for the production and quality control and assists in formulation of corporate policy and strategies.

Mr. Gautam Makharia
Joint Managing Director



- Mr. Ishtiaq Ali is the founding Partner of Orbit Law Services. His core areas of practice are Banking and Project Finance, Sharia Compliant Transactions, Project Advisory, Asset Restructuring, Bonds and Capital Markets.
- More than three decades of extensive experience both as an in-house counsel working for Industrial Finance Corporation of India Limited (IFCI) and as a project finance and transaction lawyer in private practice.
- Member of Bar Council of Maharashtra & Goa and International Bar Association.

Mr. Ishtiaq Ali
Independent Director



- She is a qualified Chartered Accountant, and also has obtained a Bachelor's degree in Law from University of Mumbai.
- She has overall experience of more than 7 years in area of Direct Tax Compliances, Statutory and Tax Audits, Indirect Tax Compliances, Report on Financial Position and Structuring of Bodies Corporate

Mrs. Barkharani Choudhary
Independent Director



Key Management Team



Mr. Punit Makharia
Chairman & Managing Director

First generation entrepreneur, holds a Bachelors in Commerce with a rich business experience of over 2 decades in dealing with chemical and dyes intermediates



Mr. Gautam Makharia
Jt. Managing Director

BE in Electronics and MBA from Manchester Business School, more than 16 years of experience in the chemical industry and specialises in the sector of dyes, dye intermediates and fertilizers.



Mr. Deepak Beriwal
CFO

Chartered Accountant & Company Secretary with total experience of over 6 years in finance, Accountancy & taxation



Mr. Dilip Shah
GM – Export Import

Has 28 years of experience in the field of Import and Export



Mr. R Purohit
GM Marketing–Fertilizer

20+ years of experience in strategic planning, marketing/ business development



Mr. Rajkumar Sahani
VP - Projects

Chemical Engineer with over 43 years of experience in setting up various chemical plants and has worked with R.C. Fertilisers Private Limited



Mr. M Kavadia
GM of Unit I

Over 29 years of experience in the field of dyes, chemicals and fertilisers



Mr. R M Tiwari
GM of Unit II

30 years of experience in manufacturing of fertilizers



Mr. Dolekar
GM of Unit III

With an B. Tech in Dyes & Pigments, he has over 20+ years of experience in the manufacture of Dyes



Dr. N. N. Mahapatra
Business Head - Dyes

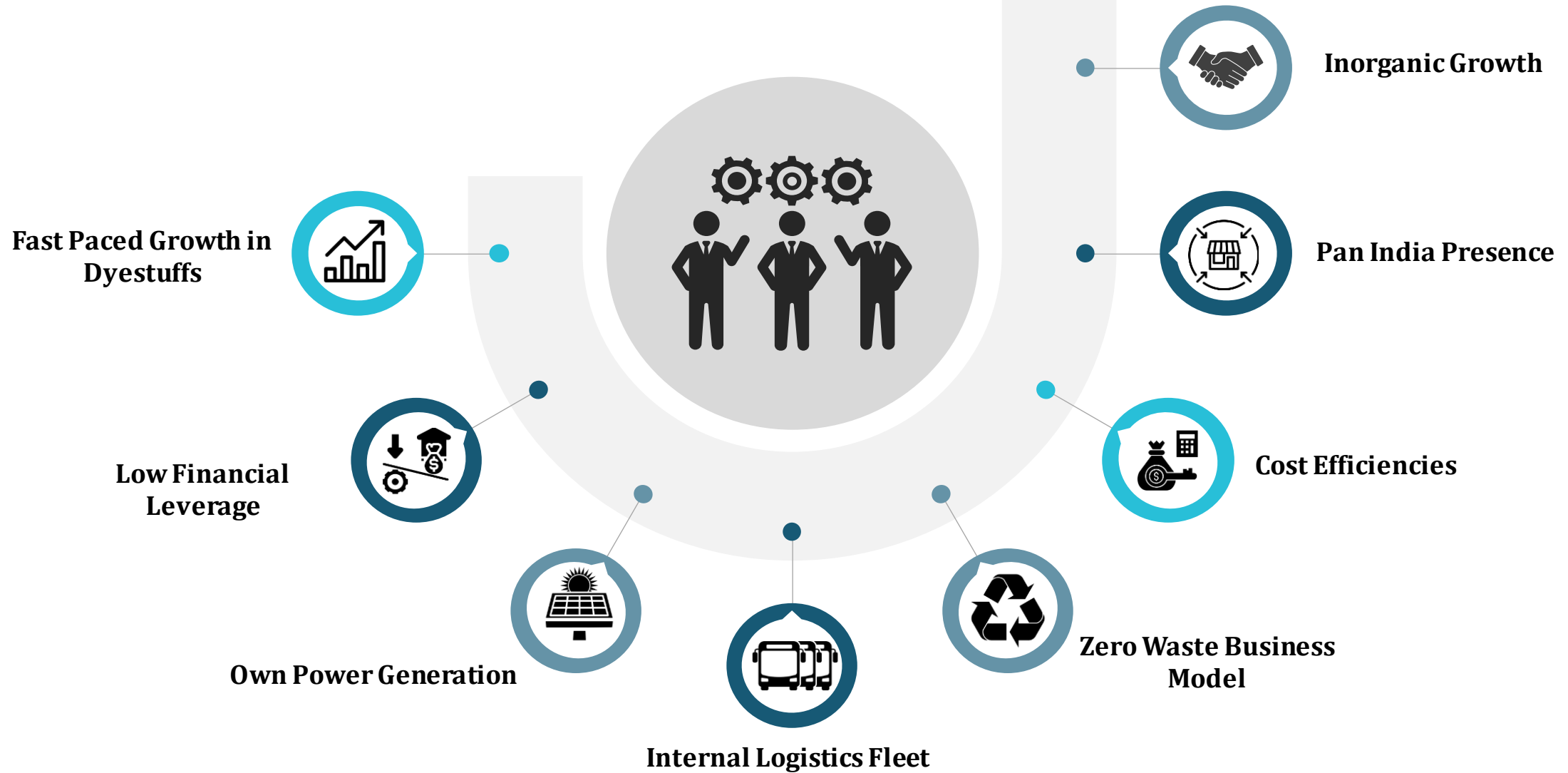
35 years of experience in textile industries in India and abroad. Previously worked with big textile houses like Birla's, Reliance, Raymond (Kenya) & Churchgate Group (Nigeria)



Mr. Nitesh Pangle
Company Secretary

An associate member of the Institute of Company Secretaries of India and Bachelor of Commerce. Experience of more than 3 years in Secretarial Compliance functions

Our Core Strengths: Our Expertise



Thank You

Company :

Investor Relations Advisors :



Shree Pushkar Chemicals & Fertilisers Limited

CIN: L24100MH1993PLC071376

Mr. Nitesh Pangle- Compliance Officer &
Company Secretary

cosec@shreepushkar.com

www.shreepushkar.com



Orient Capital (a division of Link Group)

Mr. Faraz Ahmed: +91 9619705150
faraz.ahmed@linkintime.co.in

Mr. Rajesh Agrawal: +91 9967491495
rajesh.agrawal@linkintime.co.in

