

May 30, 2022

To,

Manager-CRD, BSE Ltd., Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001	Equity	Scrip Code: 532705 ISIN No.: INE199G01027
	NCD	Security Code: 959443 ISIN No.: INE199G07040

Listing Manager, National Stock Exchange of India Ltd., 'Exchange Plaza', Bandra Kurla Complex, Dalal Street, Bandra (E), Mumbai-400 051	Equity	Symbol: JAGRAN ISIN No.: INE199G01027
	NCD	Symbol: JARP24 ISIN No.: INE199G07057

Dear Sir/ Madam,

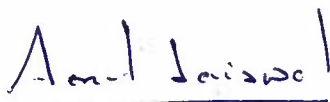
**Sub: Intimation to Stock Exchange – Investor Presentation in connection with Audited Standalone and Consolidated Financial Results for quarter and year ended on March 31, 2022**

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Audited Standalone and Consolidated Financial Results for quarter and year ended March 31, 2022.

Kindly take the above on your record.

Thanking You,

**For Jagran Prakashan Limited**



**(Amit Jaiswal)**

**Chief Financial Officer, Company Secretary & Compliance Officer**

**Membership No.: F5863**



**Encl.: As Above**

PRINT  
OUT OF HOME  
ACTIVATION  
MOBILE  
ONLINE



Jagran Prakashan Limited

Q4FY22  
Result Presentation

# Safe Harbor



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# Comment from Chairman and Managing Director

*"I am glad to report strong recovery in revenues and profit despite pandemic hit Q1 and high inflation. Legacy of our brands and our ability to deliver against odds give me confidence that the Group will continue to grow its revenues regardless of the new challenges that may emerge in a highly volatile and uncertain environment, we all are currently in.*

*Print media industry stays strong and continues to be the growth driver for us. Not only the readers but advertisers also are back. Difficult times coupled with the inflationary pressure have made us all wiser in past two years and the industry has moved towards correcting cover prices and controlling costs through improving efficiency in all areas of operation. I hope that this trend will continue and the business model of print media industry will become more sustainable and predictable in times to come.*

*Digital, as we see, is an integral part of our businesses. Our digital business, unlike most of the digital businesses operating in India, is profitable. Our strategy, data based approach and prudent investment over the years, I believe, are the key differentiators. The Group is attracting global giants and striking relationships which is enhancing our capabilities besides giving us revenues.*

*Radio has also staged a strong comeback reporting operating and cash profits as against the losses in the previous year. This is the business which has been highly innovative in terms of its offerings, efforts to get new advertisers and leveraging the strength of its brand. Radio-digital strategy augurs well for them.*

*Outdoor business reported revenue growth of 81% and the Event business had a growth of 55%, both reporting profits against losses in the previous year. The performance of both these businesses was heartening as these businesses being heavily dependent on free movement of people were expected to recover from pandemic blow much later.*

*The Group has strong liquidity of more than Rs. 1,000 crores to meet any contingency, pursue any growth opportunity and reward the shareholders in line with its philosophy of distributing surplus cash at the earliest."*

**...Mahendra Mohan Gupta**



# Group Key Highlights

## Growth Trajectory Continues

Print

- Recovery of Print business segment was satisfactory even after the impact of pandemic waves and unprecedented hike in newsprint prices
- Cover price hikes across all brands
- Cost reduction measures have yielded results and helped in combating hike in newsprint prices to a large extent

## Strong EBITDA growth led by Operating Leverage

Radio

- Maintained Leadership Position with 21% Volume Market Share
- Radio Digital revenue grew by 151% in Q4 and 115% YoY annually
- 41% of the total clients and 31% of New Clients on the Radio platform advertised on Radio City

## Strengthens Revenue and Profit Growth

Digital

- Continued to be amongst the top 10 operators in News and Information category
- Registered a reach of 91.48 Million Users in the News/Information category\*
- Registered revenue growth of 31% and operating Profit growth of 29% in FY22 as compared to FY21

## Turnaround at Operating Profit level for the year

Outdoor & Event

- Performance of both, the Outdoor and Events business was outstanding
- Outdoor & Events business reported a strong YoY revenue growth and operating profit
- The recovery in these business lines was faster than anticipated

**Liquidity of more than Rs. 1,000 Crores at group level, despite buybacks**

# Business Performance



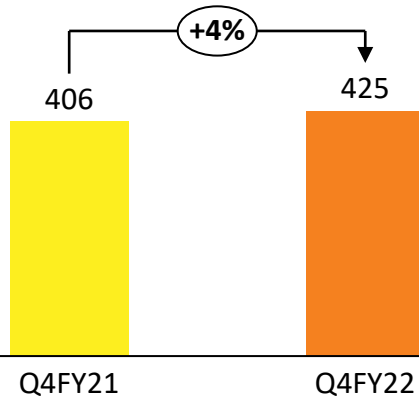


# Resilient Performance

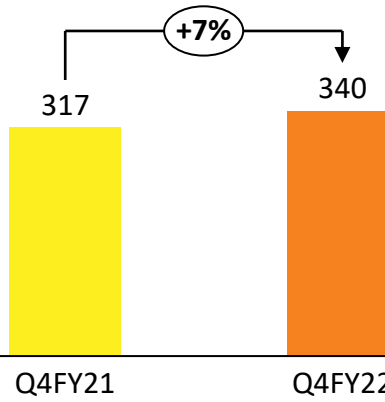


CONSOLIDATED

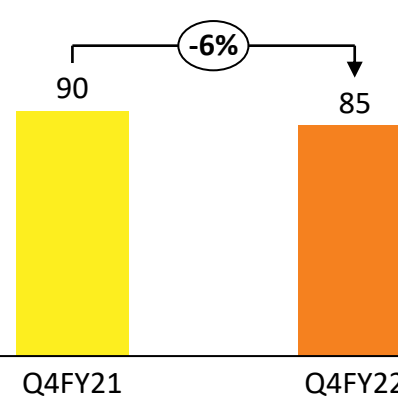
### OPERATING REVENUE



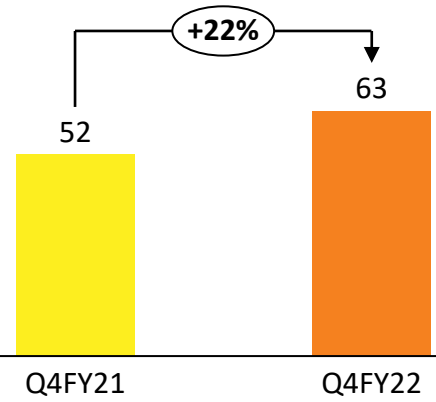
### OPERATING EXPENSES



### OPERATING PROFIT

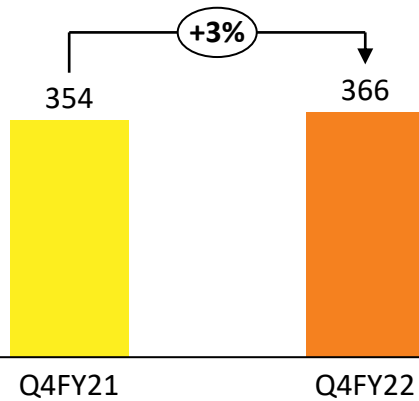


### PROFIT BEFORE TAX

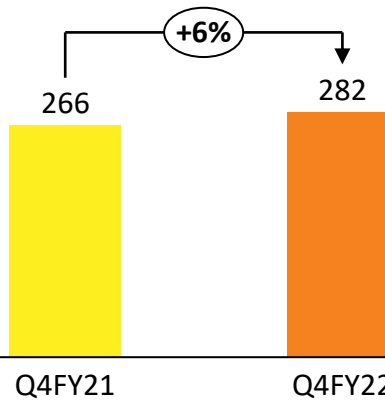


STANDALONE

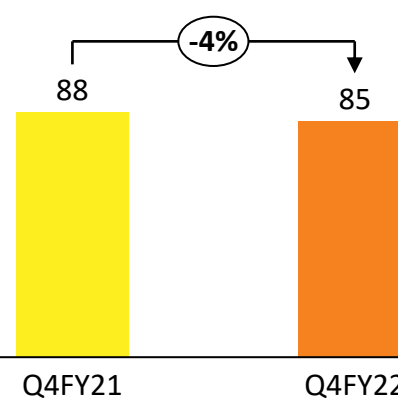
### OPERATING REVENUE



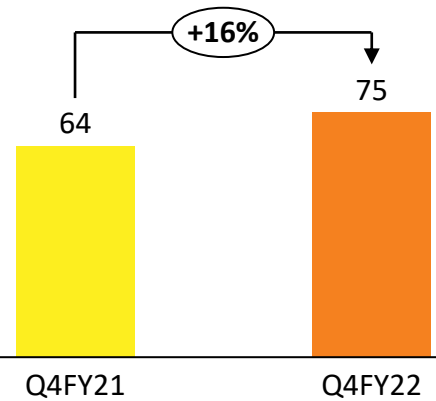
### OPERATING EXPENSES



### OPERATING PROFIT



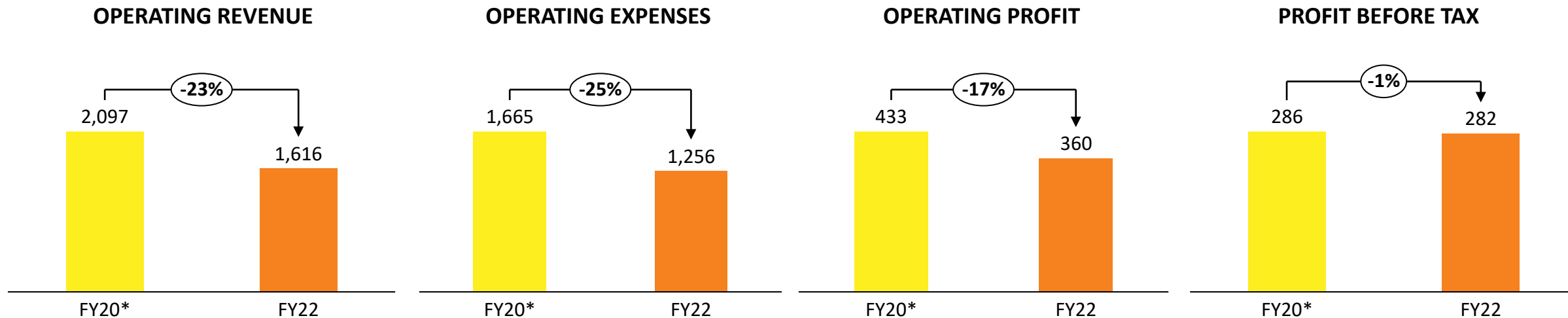
### PROFIT BEFORE TAX



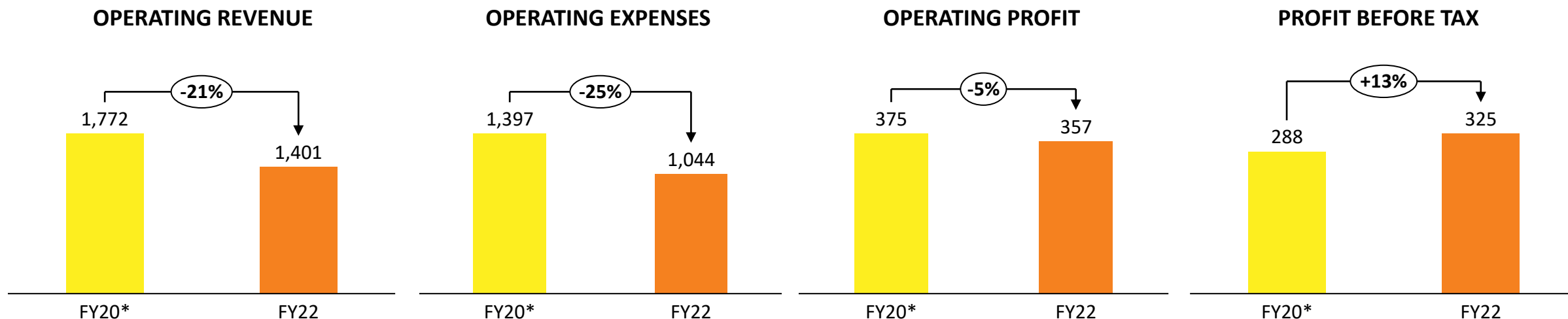
# PBT surpasses pre-COVID levels



CONSOLIDATED



STANDALONE

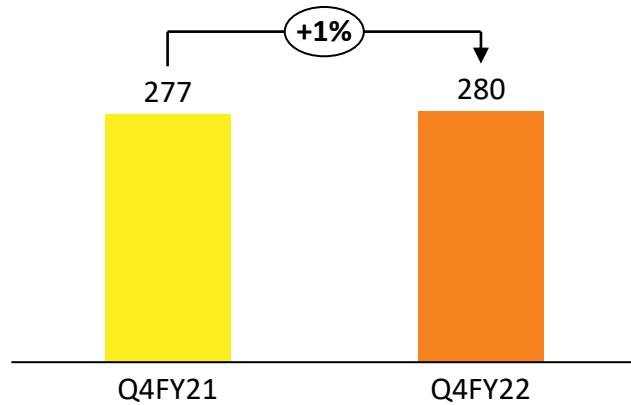




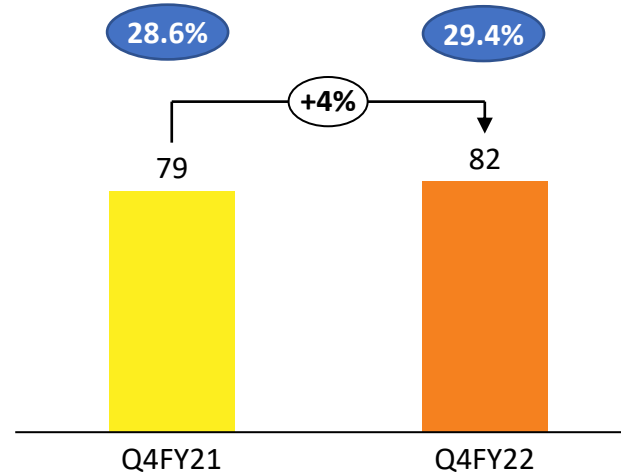
# Dainik Jagran – Operating Highlights



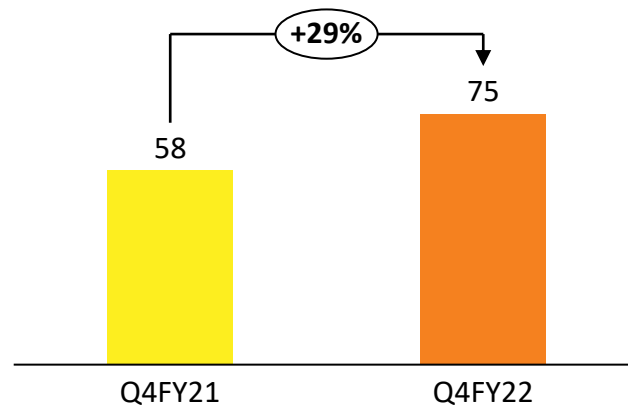
## OPERATING REVENUE



## OPERATING PROFIT



## PROFIT BEFORE TAX



Leadership position continues even during tough times

Commercial advertising registered double-digit growth

Operating profit margin of 30% which is higher than FY 2020 as well as FY2019 i.e pre- covid

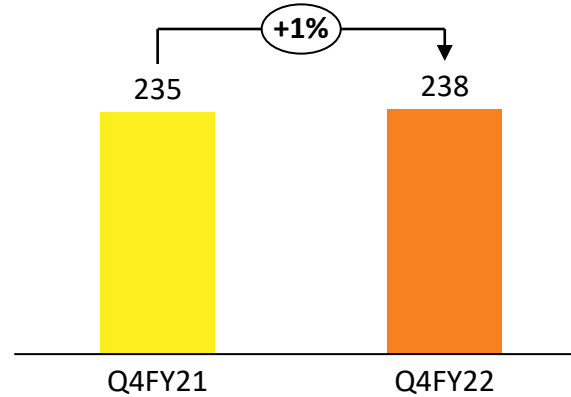
Net realization per copy registered mid-teens growth from pre-COVID levels

# Print Business Performance

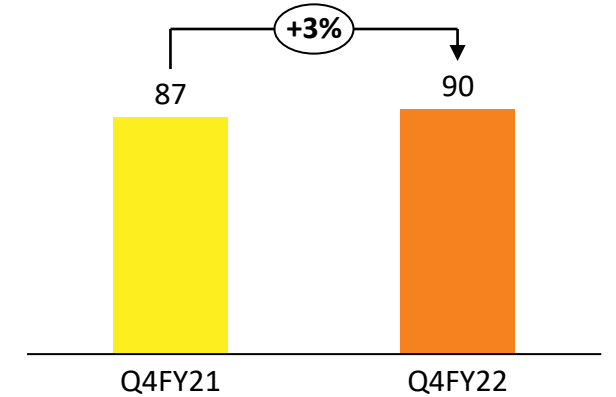
Print continues to enjoy higher news credibility than all other media

Almost all brands delivered a strong operating profit for FY22 with **Operating Margin crossing pre-COVID levels**

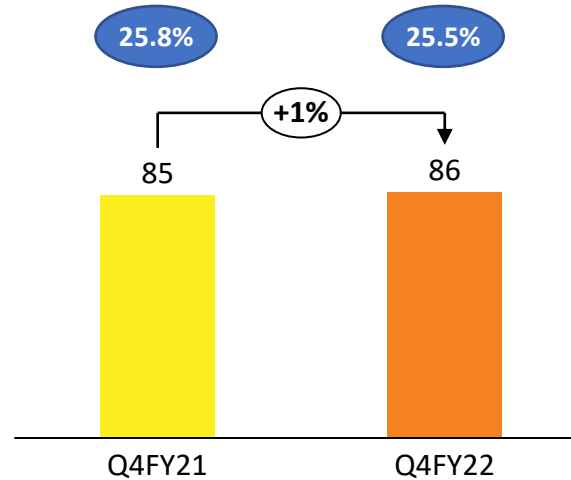
## ADVERTISEMENT REVENUE



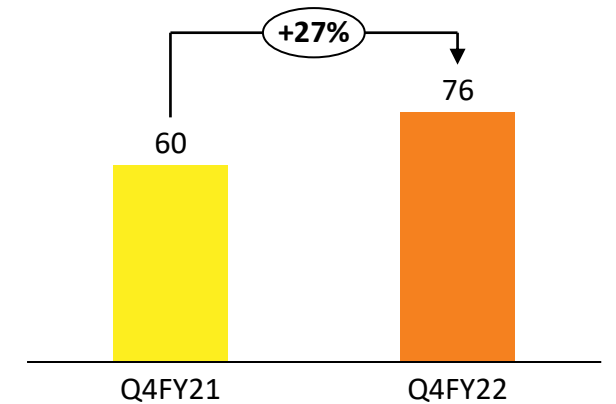
## CIRCULATION REVENUE



## OPERATING PROFIT



## PROFIT BEFORE TAX



# MBL: Operating Performance

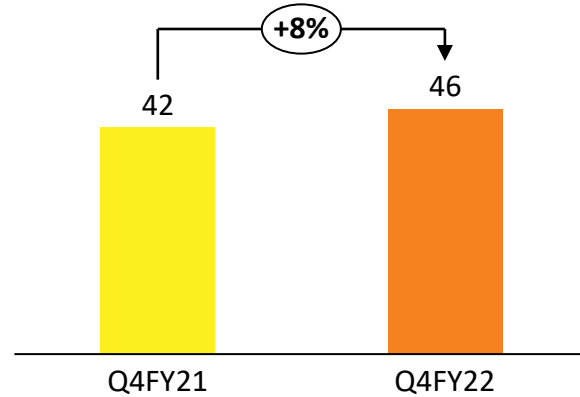


Q4FY22 Digital revenue grew by **151%** over Q4FY21 & grew by **115%** on an Annual basis

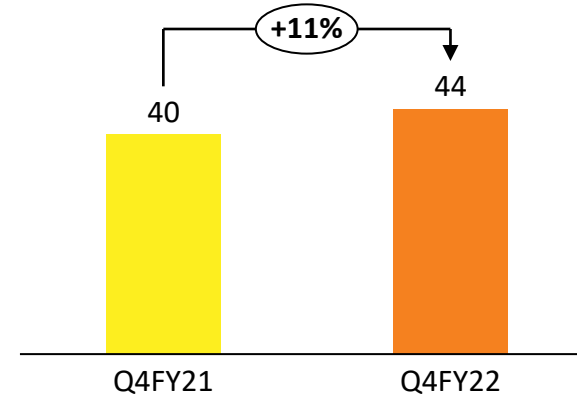
New Revenue Opportunities contributed **Rs. 14.75 crores** of revenue for Q4FY22

Enhanced **liquidity position at Rs. 264 Cr** as on 31<sup>st</sup> March 2022

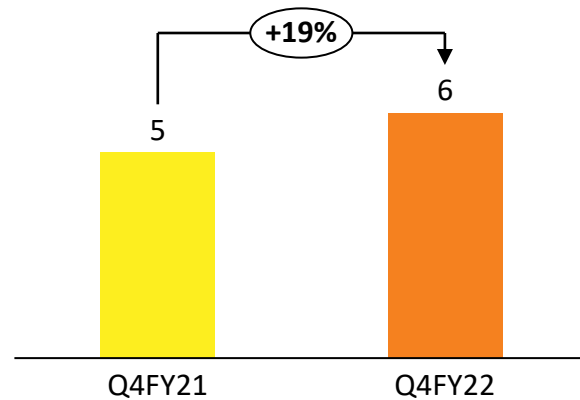
## OPERATING REVENUE



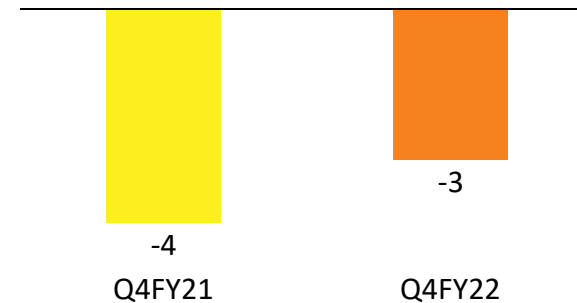
## OPERATING EXPENSES



## OPERATING PROFIT<sup>^</sup>



## PROFIT BEFORE TAX



**41%** of the total clients and **31%** of **New clients** on the Radio platform advertised on Radio City

Maintains its **leadership position** at **21%\*** market share in FY22

**Digital reach of 198 million** through social media apps like Youtube, Facebook, Twitter, Instagram and Web Radio

<sup>^</sup>Includes Other Income  
\* Source: Aircheck 15 Markets

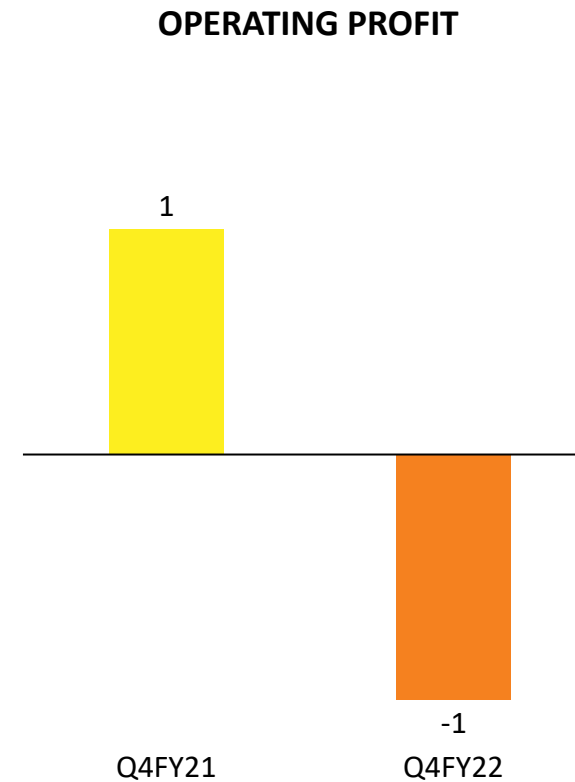
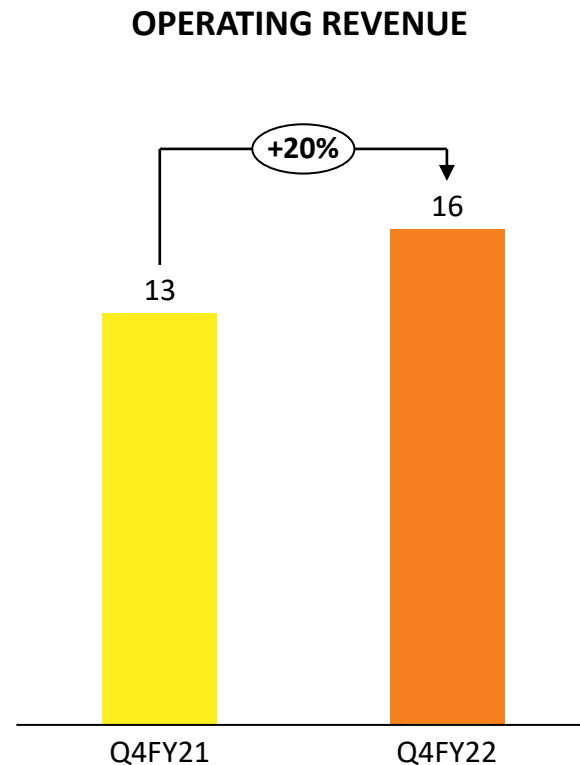
# Digital Business Performance



JNM consolidated its video presence by clocking **50.71 Million Video Views** in Mar'22\*\*

Registered revenue **growth of 31%** and Operating Profit **growth of 29%** in FY22 as compared to FY21

**Focused on Profitable Growth**



Flagship brand, Jagran.com clocked a reach of **58 Million** unique visitors\*

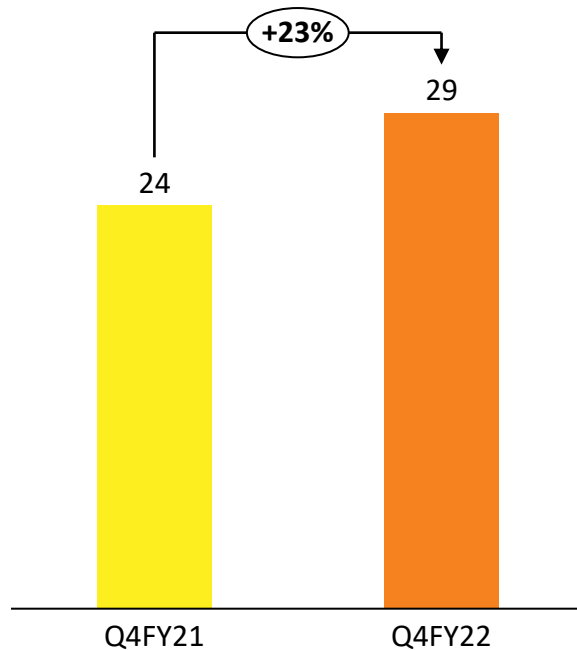
Consolidated its position amongst the **top 10 news and info website in India** which will augur well for future monetization

<sup>^</sup> Source: Comscore MMX Multi-Platform: Mar'22

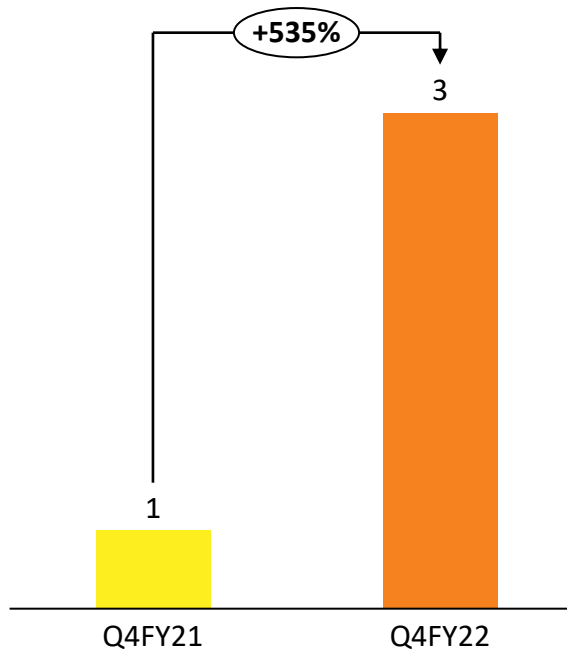
\*\* - Source: YT analytics

# Outdoor and Events Business Performance

### OPERATING REVENUE



### OPERATING PROFIT



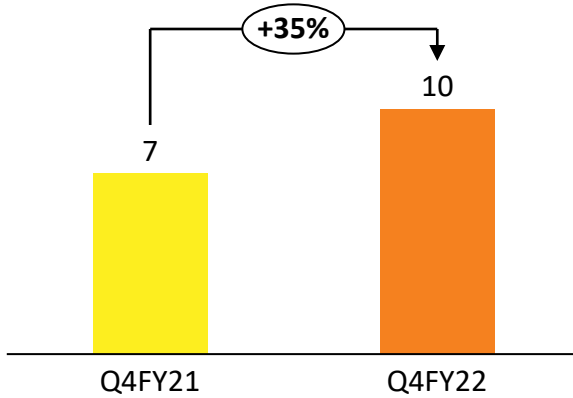
Outdoor business reported operating revenue growth of **81% on YoY** and reported operating profit for the **second consecutive quarter** in a row

Event business witnessed a **growth of more than 55% YoY** and **recorded an operating profit**

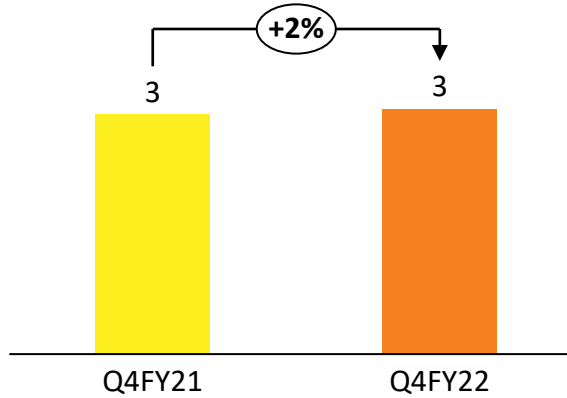
# Mid-Day Operating Performance



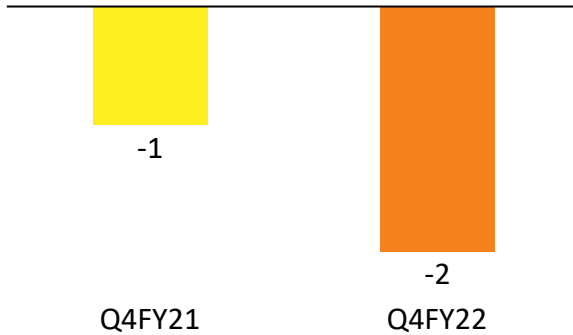
### ADVERTISEMENT REVENUE



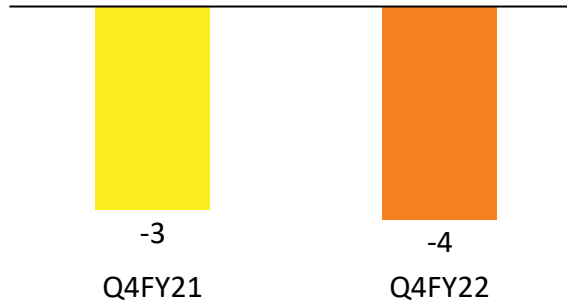
### CIRCULATION REVENUE



### OPERATING PROFIT



### PROFIT BEFORE TAX



Cover price hikes across all editions

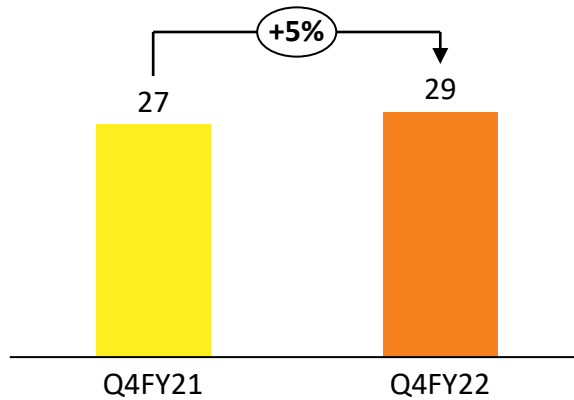
Operations impacted due to multiple headwinds. **Revenue grew by 30%** and **reduced operating losses by 40%** on a YoY basis

**With Mumbai opening up, we expect revival in business**

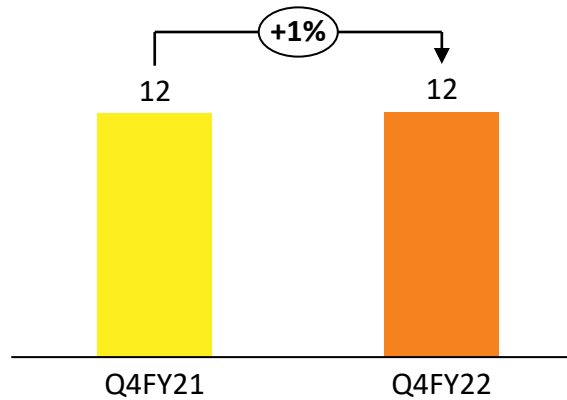
# Other Publications^ Operating Performance



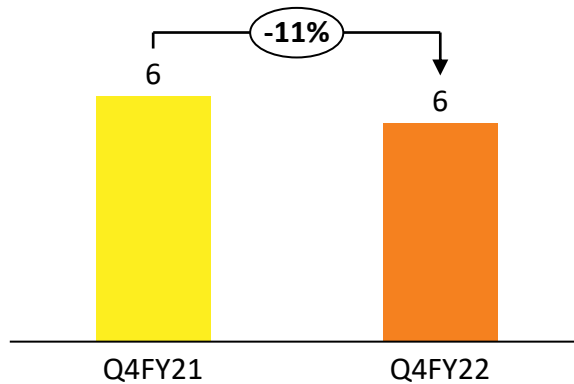
### ADVERTISEMENT REVENUE



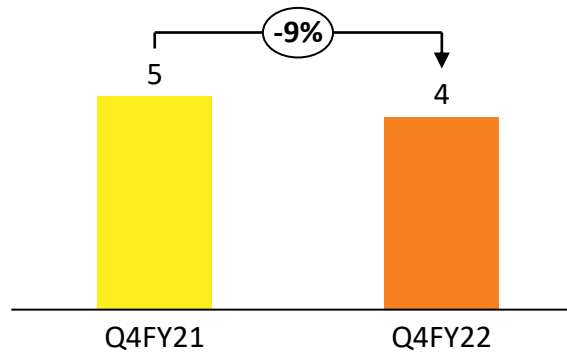
### CIRCULATION REVENUE



### OPERATING PROFIT



### PROFIT BEFORE TAX



**Per copy realization increased** across all brands

Naidunia reported **highest-ever operating profit**

Punjabi Jagran and I-Next too reported operating profits in sync with the other brands

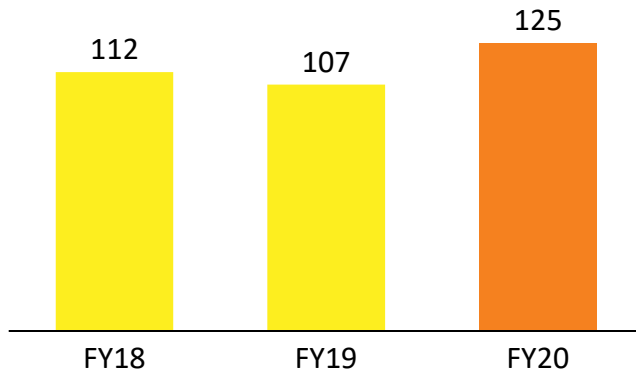


# Financial Performance

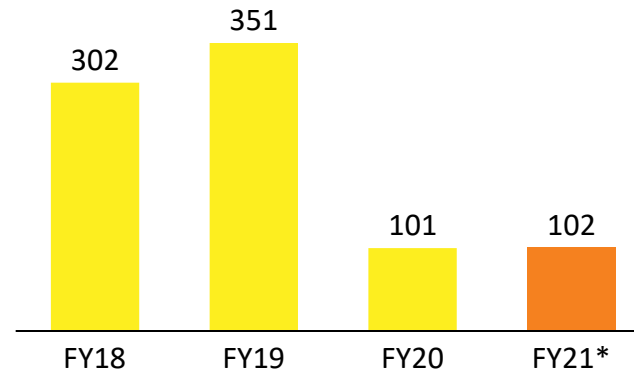


# Distribution to Shareholders

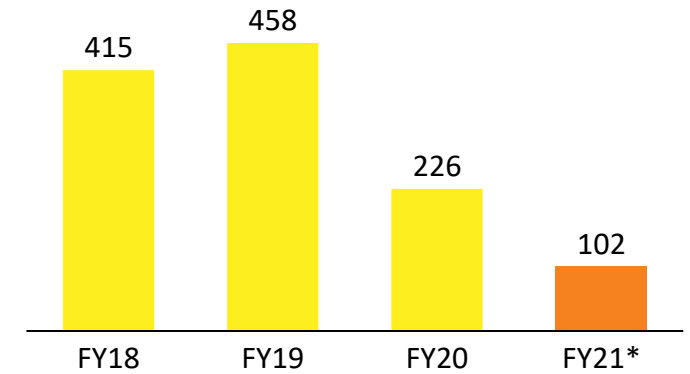
### Dividend Paid



### Buyback



### Total Distribution to Shareholders



Distributed ~ Rs. 345 crores as dividend



Distributed ~ Rs. 856 crores through buyback of shares



Distributed ~ Rs. 1,201 crores in form of dividend and buyback

\*Buyback announced in March 2021 closed with effect from 16<sup>th</sup> August 2021. Cumulative shares 1,75,45,728 (6.2% of pre-buyback o/s shares) were bought back for a total amount of Rs 102 Crores

# Mid-day Financial Performance



Particulars (Rs. in Crs)	Q4FY22	Q3FY22	Q4FY21
<b><u>Operating Revenue*</u></b>	<b>13.09</b>	<b>14.29</b>	<b>10.24</b>
Advertisement	9.59	10.30	7.08
Circulation	2.84	2.88	2.77
Other Operating Income	0.66	1.11	0.39
Expenses	15.41	14.87	11.37
<b><u>Operating Profit</u></b>	<b>--2.32</b>	<b>-0.58</b>	<b>-1.12</b>
<b><u>Operating Profit Margin</u></b>	<b>-17.72%</b>	<b>-4.07%</b>	<b>-10.96%</b>
Other Income	0.37	0.11	-0.32
Depreciation	1.31	1.38	1.59
Interest	0.33	0.32	0.39
<b><u>Profit Before Tax</u></b>	<b>-3.59</b>	<b>-2.17</b>	<b>-3.42</b>
Tax	1.40	-0.60	0.90
<b><u>Profit After Tax</u></b>	<b>-2.19</b>	<b>-1.57</b>	<b>-2.52</b>
<b><u>Net Profit Margin</u></b>	<b>-16.25%</b>	<b>-10.88%</b>	<b>-25.42%</b>

# MBL Financial Performance



Particulars (Rs. in Crs)	Q4FY22	Q3FY22	Q4FY21
<b>Operating Revenue</b>	<b>46.02</b>	<b>59.89</b>	<b>42.48</b>
Expenses	44.13	42.11	39.58
<b>Operating Profit</b>	<b>1.89</b>	<b>17.78</b>	<b>2.9</b>
<b>Operating Profit Margin</b>	<b>4.11%</b>	<b>29.69%</b>	<b>6.83%</b>
Other Income	4.25	3.88	2.26
Depreciation and Amortisation	8.16	8.2	8.21
Interest	0.65	0.66	0.73
<b>Profit Before Tax</b>	<b>-2.67</b>	<b>12.8</b>	<b>-3.78</b>
Tax	-0.61	3.8	0.09
<b>Profit After Tax</b>	<b>-2.06</b>	<b>9</b>	<b>-3.87</b>
<b>Net Profit Margin</b>	<b>-4.09%</b>	<b>14.12%</b>	<b>-8.65%</b>

# Operating Margin Break-up



Particulars (Rs. in Crs)	Q4FY22	Q3FY22	Q4FY21
<b>Dainik Jagran*</b>			
Operating Revenue	280.20	340.34	277.34
Operating Profit	82.51	127.44	79.39
Operating Margin	29.45%	37.44%	28.63%
<b>Other Publications*</b>			
Operating Revenue	54.81	64.78	50.52
Operating Profit	4.10	12.39	5.91
Operating Margin	7.49%	19.12%	11.69%
<b>Digital</b>			
Operating Revenue	15.68	20.87	13.02
Operating Profit	-1.02	5.80	0.97
Operating Margin	-6.48%	27.78%	7.42%
<b>Outdoor and Event</b>			
Operating Revenue	29.37	33.86	23.86
Operating Profit	3.24	4.02	0.51
Operating Margin	11.03%	11.89%	2.14%

\*Excludes Digital

# Consolidated Profitability Statement



Particulars (Rs. in Cr)	Q4FY22	Q4FY21	YoY	Q3FY22	QoQ	FY22	FY21	YoY
<b>Operating Revenues</b>	<b>424.59</b>	<b>406.39</b>	<b>4%</b>	<b>518.51</b>	<b>-18%</b>	<b>1,615.95</b>	<b>1,289.19</b>	<b>25%</b>
<i>Advertisement Revenue *</i>	298.10	289.48	3%	387.08	-23%	1,138.55	885.98	29%
<i>Circulation Revenue</i>	89.76	87.14	3%	89.68	0%	351.64	324.76	8%
<i>Other Operating Income</i>	36.73	29.77	23%	41.75	-12%	125.76	78.45	60%
License Fees	4.81	4.78	1%	4.97		19.10	18.61	
Raw Material	113.20	89.01	27%	124.15	-9%	418.54	305.33	37%
Manpower Cost	93.06	88.81	5%	93.36	0%	369.96	371.46	0%
Other Expenses	128.98	133.93	-4%	128.09	1%	448.72	366.04	23%
<b>Operating Profit</b>	<b>84.54</b>	<b>89.87</b>	<b>-6%</b>	<b>167.94</b>	<b>-50%</b>	<b>359.63</b>	<b>227.74</b>	<b>58%</b>
<b>Operating Profit Margin</b>	<b>19.91%</b>	<b>22.11%</b>	<b>-220</b>	<b>32.39%</b>	<b>-1,248</b>	<b>22.25%</b>	<b>17.67%</b>	<b>459</b>
Other Income <sup>^</sup>	16.52	9.14	81%	12.19	36%	66.73	52.02	28%
Depreciation / Amortization	30.18	31.97	-6%	29.52	2%	118.62	128.59	-8%
Interest	7.64	9.08	-16%	7.88	-3%	31.49	33.60	-6%
Share of Profits / (Losses) of Associates	0.33	-0.10	-441%	0.12	179%	0.32	0.22	49%
Exceptional Items	0.00	5.95	-100%	-5.64	-100%	-5.64	10.62	-153%
<b>Profit Before Tax</b>	<b>63.57</b>	<b>51.91</b>	<b>22%</b>	<b>148.49</b>	<b>-57%</b>	<b>282.21</b>	<b>107.18</b>	<b>163%</b>
Tax	10.82	16.33		38.18		65.34	28.86	
<b>Profit After Tax</b>	<b>52.75</b>	<b>35.58</b>	<b>48%</b>	<b>110.30</b>	<b>-52%</b>	<b>216.87</b>	<b>78.32</b>	<b>177%</b>
<b>PAT Margin</b>	<b>12.42%</b>	<b>8.75%</b>	<b>367</b>	<b>21.27%</b>	<b>-885</b>	<b>13.42%</b>	<b>6.08%</b>	<b>735</b>
Other comprehensive income, net of income tax	4.19	4.34		0.01		4.08	6.41	
<b>Total comprehensive income for the period</b>	<b>56.94</b>	<b>39.91</b>	<b>43%</b>	<b>110.32</b>	<b>-48%</b>	<b>220.95</b>	<b>84.73</b>	<b>161%</b>
<i>Owners of the Company</i>	54.30	37.62		108.91		222.48	88.87	
<i>Non-controlling interest</i>	-1.57	-2.06		1.39		-5.60	-10.56	

<sup>^</sup>Net of Exchange Fluctuation Gain / Loss

\* Represents advertisement revenue from print, radio and digital

# Consolidated Balance Sheet



ASSETS (Rs. In Crs)	Mar-22	Mar-21
<b>Non-current assets</b>		
Property, plant and equipment	382.05	441.55
Right-of-use assets	84.40	61.61
Capital work-in-progress	2.27	1.90
Investment property	89.18	90.13
Goodwill	338.09	338.09
Other intangible assets	375.75	414.45
Investments in associates accounted for using the equity method	12.60	12.21
<b>Financial assets</b>		
i. Investments	873.44	588.98
ii. Other financial assets	50.29	33.64
Deferred tax assets (net)	32.88	26.97
Non-current tax assets (net)	18.29	14.82
Other non-current assets	20.01	19.41
<b>Total non-current assets</b>	<b>2,279.25</b>	<b>2,043.76</b>
<b>Current assets</b>		
Inventories	82.10	53.56
<b>Financial assets</b>		
i. Investments	142.60	238.14
ii. Trade receivables	431.69	431.92
iii. Cash and cash equivalents	44.82	49.88
iv. Bank balances other than (iii) above	115.47	61.47
v. Loans	2.08	1.68
vi. Other financial assets	27.54	46.97
Other current assets	47.53	58.10
Assets classified as held for sale	1.82	2.57
<b>Total current assets</b>	<b>895.65</b>	<b>944.29</b>
<b>Total assets</b>	<b>3,174.91</b>	<b>2,988.05</b>

EQUITY AND LIABILITIES (Rs. In Crs)	Mar-22	Mar-21
<b>Equity</b>		
Equity share capital	52.73	55.64
Other equity	2,084.69	1,939.67
<b>Equity attributable to owners of the Company</b>	<b>2,137.42</b>	<b>1,995.30</b>
Non-controlling interests	214.33	220.05
<b>Total equity</b>	<b>2,351.75</b>	<b>2,215.35</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
i. Borrowings	258.79	262.26
ii. Lease liabilities	58.45	35.19
iii. Employee benefit obligations	18.51	22.54
Deferred tax liabilities (net)	113.56	125.05
<b>Total non-current liabilities</b>	<b>449.31</b>	<b>445.04</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
i. Borrowings	18.17	6.01
ii. Lease liabilities	16.19	14.14
iii. Trade payables	139.41	95.51
iv. Other financial liabilities	136.89	133.98
Employee benefit obligations	6.59	6.31
Current tax liabilities (net)	1.11	12.08
Other current liabilities	55.49	59.63
<b>Total current liabilities</b>	<b>373.85</b>	<b>327.66</b>
<b>Total equity and liabilities</b>	<b>3,174.91</b>	<b>2,988.05</b>



# Consolidated Cash Flow Statement



Particulars (Rs. In Crs)	FY22	FY21
<b>Profit before income tax</b>	<b>282.21</b>	<b>107.17</b>
Adjustments for:	115.87	149.79
Cash flow before Working Capital changes	398.08	256.96
Change in operating assets and liabilities	22.35	132.17
<b>Cash generated from operations</b>	<b>420.43</b>	<b>389.13</b>
Income taxes paid (net)	-98.39	-40.81
<b>Net cash inflow from operating activities</b>	<b>322.04</b>	<b>348.32</b>
<b>Net cash inflow/(outflow) from investing activities</b>	<b>-204.27</b>	<b>-331.59</b>
<b>Net cash inflow/(outflow) from financing activities</b>	<b>-122.83</b>	<b>-1.79</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>-5.05</b>	<b>14.94</b>
Cash and cash equivalents at the beginning of the period	49.88	34.94
<b>Cash and cash equivalents at end of the period</b>	<b>44.82</b>	<b>49.88</b>

# Group Introduction



Group Introduction

# Value Proposition

## PRINT



### *Undisputed LEADER:*

- ✓ Dainik Jagran leads the IRS 2019 Q4 rankings with a total readership of 6.9 Crs.\*
- ✓ Dainik Jagran is ahead of the No.2 newspaper by a significant margin of 1.6 crores readers, a lead of 30%\*

## RADIO



### *Strong GROWTH Potential:*

- ✓ Radio business has retained its market share in listenership and revenue
- ✓ Integration of Radio offerings with Digital offerings is expected to result in meaningful revenues

## DIGITAL



### *FASTEST growing media:*

- ✓ Registered a reach of 91.48 Million Users in the News/Information category\*
- ✓ Consolidated our position amongst the top 10 news and information publishers in India

80

Print

20

Non Print

### *RIGHT mix of stability and scalability:*

- ✓ All businesses performed incredibly in the midst of negative atmosphere due to second and third waves and regained the lost revenues and profits to a large extent
- ✓ Outdoor and Event business recorded a turnaround at operating level



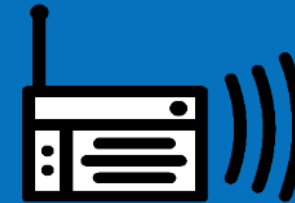
RAG RAG MEIN  
DAUDE CITY.



Print



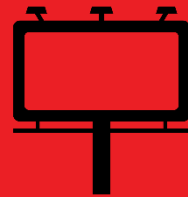
Digital



Radio



Activation



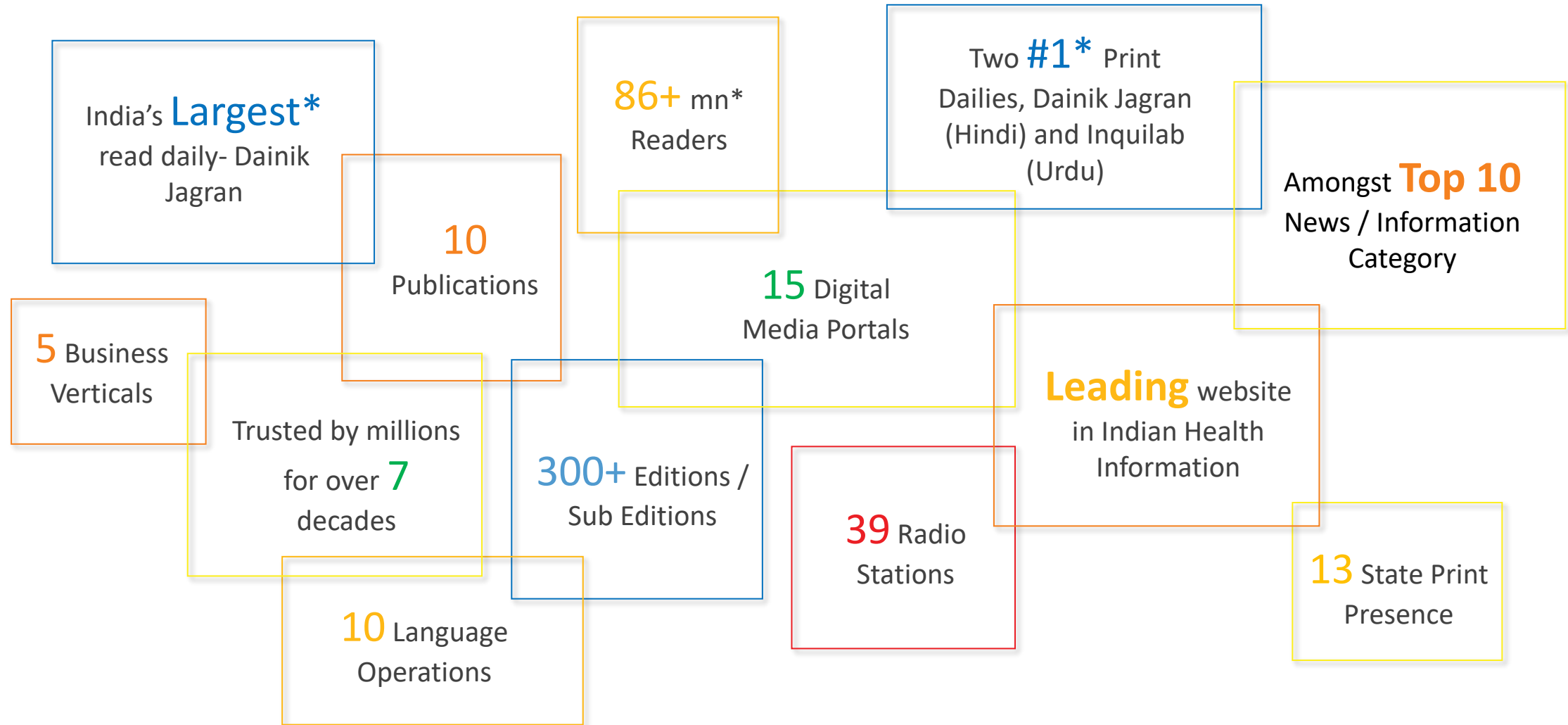
OOH

Jagran Prakashan Limited holds

**73.21%**

of Music Broadcast Limited  
(RadioCity)

# Multi Media Conglomerate – Width, Depth and Heritage



\* IRS 2019 Q4

Other Source: Internal Data, Comscore MMX Multi-Platform: Mar'22  
INext renamed as Dainik Jagran iNext,

# Brand Strength – Stability, Consistency and Trust



## PRINT BUSINESS



## DIGITAL BUSINESS



## RADIO BUSINESS



# Awards & Certifications



Recognizing Group's leadership position in different fields of operations, various distinguished bodies have bestowed **30** Awards upon the Group during the Year

Jagran New Media Team won 10 Awards

- *Global Media Awards, INMA*
- *Great Place to Work*
- *World Marketing Congress*
- *"India's Best Leaders in Times of Crisis" by "Great Place to Work Institute" (GPTW)*
- *Mobexx Awards*
- *South Asia Digital Media Awards, WAN*

Dainik Jagran I-Next Team won 1 Award

- *Maddy's Award 2021*

Dainik Jagran Team won 5 Awards

- *Karpoor Chandra Kulish International Award*

MidDay Team won 1 Award

- *TalenTrack Awards*

Jagran IT Team won 12 Awards

- *Women Influencer Leadership Awards, 2021*
- *CIO Powerlist 2021*
- *TekQ Technology Leader Award for Enterprise Applications*
- *Tech Circle Business Transformation Award*
- *Insights CXO Awards 2021*
- *Dataquest Digital Leadership Awards 2021*
- *Trendsetter CIO Awards 2021*
- *CIO 100 Awards*
- *CIO 1000 Awards*
- *IDC Industry Innovation Awards 2021*
- *Iron Woman Award*
- *Trendsetter CIO Awards 2022*

Radio City Team won 1 Award

- *TalenTrack Awards*



# Contact Us



## **Jagran Prakashan Ltd.**

CIN: L22219UP1975PLC004147

Mr. Amit Jaiswal

[amitjaiswal@jagran.com](mailto:amitjaiswal@jagran.com)

[www.jplcorp.in](http://www.jplcorp.in)

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

CIN: U74140MH2010PTC204285

Mr. Jigar Kavaiya

Contact: +91 9920602034, Email: [jigar.kavaiya@sgapl.net](mailto:jigar.kavaiya@sgapl.net)

[www.sgapl.net](http://www.sgapl.net)