



**SANWARIA
CONSUMER
LIMITED**

SANWARIA CONSUMER LIMITED

(Formerly known as “Sanwaria Agro Oils Limited”)

A FMCG FOOD PRODUCTS COMPANY

Investors Presentation Dec 2017



SAFE HARBOR

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Q3FY17-18 PERFORMANCE HIGHLIGHTS



PERFORMANCE HIGHLIGHTS

- Revenue Up to Q3FY17-18 has increased by 53.23% to Rs. 36470.52mn from Rs. 23800.65 mn up to Q3FY16-17.
- Up to Q3 FY17-18, the Company marked the Net Profit of Rs. 647.38 mn against Rs. 288.38 mn in the Q3FY16-17 reflecting growth of 124.48%.
- Up to Q3 FY17-18, EBIDTA stood at Rs. 1397.85 mn as against Rs. 836.01 mn Up to Q3 FY16-17.
- Up to Q3 FY17-18, PBT stood at Rs. 796.98 mn as against Rs. 339.28 mn up to Q3FY16-17
- Annualized EPS of the Company stood at Rs. 1.17 against Rs. 1.04.
- Continue growth in top line and bottom line.

53%

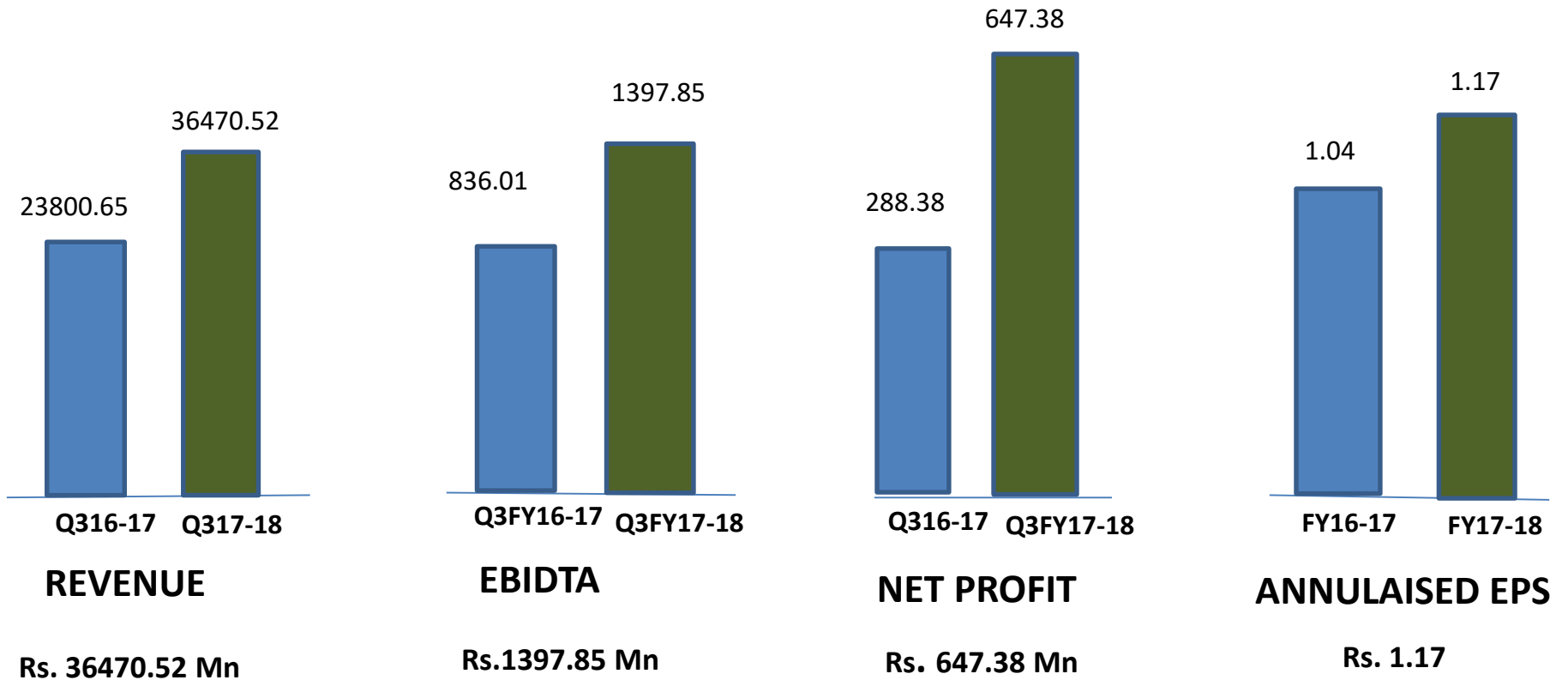


Growth

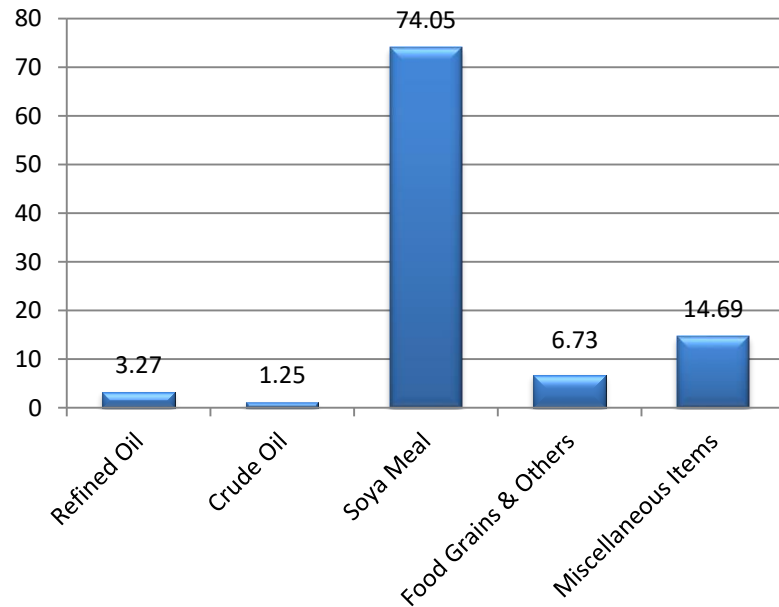
**In Turnover up
to Q3FY17-18**



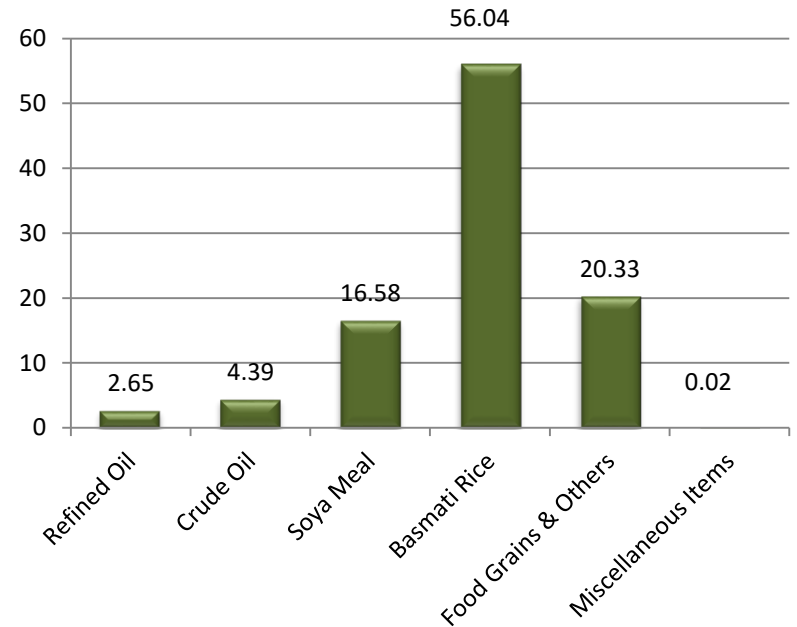
IMPROVED FINANCIALS



Revenue Mix for the period FY 14-15



Revenue Mix for the period FY 16-17



“Product mix of the Company has been changed from Commodity based business to FMCG Company with Basmati Rice as the main contribution.”



CORPORATE ACTION

Name Change

- Name of our company has been changed from “Sanwaria Agro Oils Limited” to “Sanwaria Consumer Limited”.

DIVIDEND

- Company has also paid Final dividend @5% on equity shares (After bonus) totaling 15% for the FY16-17.

BONUS ISSUE

- Company has given bonus share in ratio of 1:1(1 Fully paid up equity shares for every 1 share held)





External Rating

- Credit rating of the company has been upgraded to BBB+ from BBB.



Preferential Issue

- Company has proposed for preferential allotment of Equity shares to the tune of Rs. 100.00 crore @35/- shares to reduce the Debt of the company.



ESOP

- Company has also proposed for Employee stock option plan.

ANNUAL PROFITABILITY STATEMENT

Value (Rs. In mn)	FY16	FY17
Description	12m	12m
Net Sales	26952.46	35124.35
Other Income	119.66	137.52
Total Income	27072.12	35261.87
Expenditure	25883.53	34018.51
Operating Profit	1188.59	1243.36
Interest	710.06	669.05
Gross Profit	478.53	574.31
Depreciation	79.31	72.73
Profit before Extraordinary item and tax	399.22	501.58
Tax	58.28	61.84
Profit After Tax and before Extraordinary Items	340.94	439.74
Extraordinary Items	184.16	-
Net Profit	156.79	439.74
Equity Capital	348.05	368.05
Reserves	2854.80	3752.39
Face Value	1.00	1.00
EPS	0.45	1.19



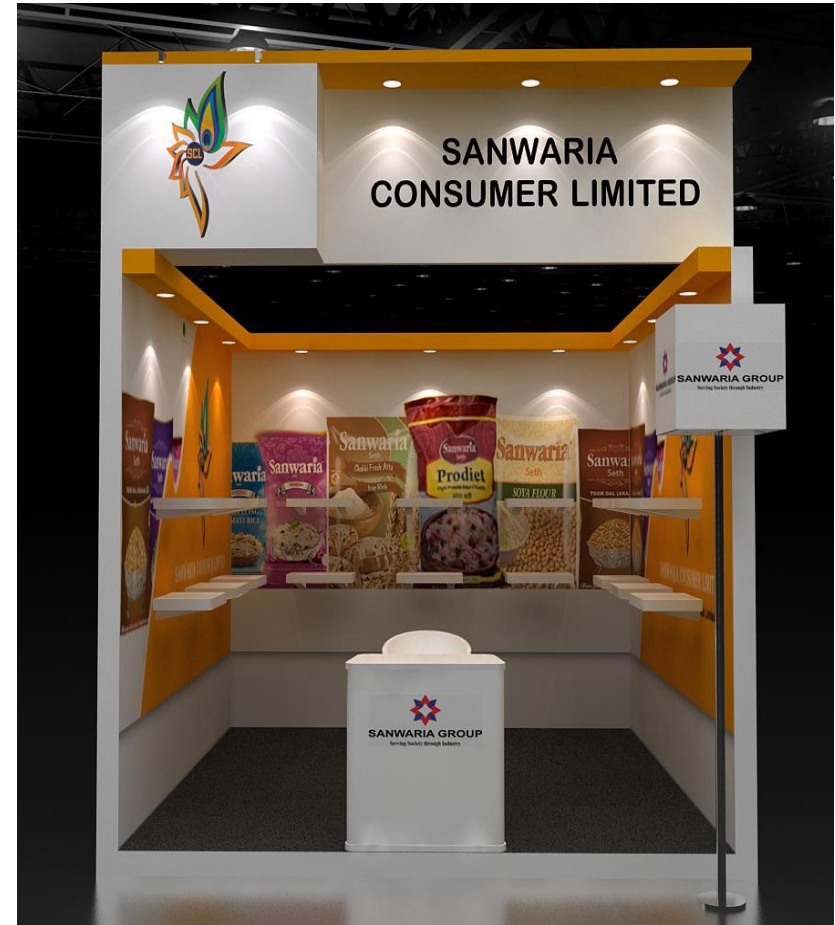
BUSINESS TIE-UP

- Company has entered into an agreement with **“Patanjali Ayurved Limited”** to manufacture and supply **Soya Chunks or Soya Bari** in the **“Patanjali Brand”**.
- Looking to the recent tie-up of Patanjali with online platforms or virtual marketing networks like Flipkart, Amazon, Bigbasket, Grofers etc. SCL Products will also be available on all these platforms as a manufacturer.



BRAND BUILDING

- Company is opening retail outlets under the brand name “**Sanwaria Consumer Shoppy**”.
- The Company has already opened up 25 stores at different locations of Madhya Pradesh.
- 25 more stores are in pipeline and will be opened shortly.
- We will open 100 stores in MP and Maharashtra. Thereafter, planning to cover other parts of India with 500 stores.



Sanwaria Consumer Shoppy model

STANDALONE BALANCE SHEET

LIABILITIES	Rs. In Mn	
	FY16	FY17
Shareholder's Funds		
Share Capital	348.05	368.05
Reserves & Surplus	2854.80	3752.39
Share Application Money	500.00	-
Non-Current Liabilities		
Long Term borrowings	93.44	93.78
Deferred Tax Liabilities	167.43	162.89
Long Term Provisions	2.03	2.03
Current Liabilities		
Short Term Borrowings	8411.87	9037.39
Trade Payables	1939.70	1257.63
Other Current Liabilities	302.42	268.62
Short Term Provisions	147.21	175.99
Total Liabilities	14766.95	15118.78

ASSETS	Rs. In Mn	
	FY16	FY17
Non- Current Assets		
Fixed Assets		
a) Tangible Assets	1142.32	1069.60
Non Current Investments	362.97	362.97
Long Term Loans & Advances	201.39	170.66
Other Non Current Assets	0.60	-
Current Assets		
Inventories	5341.20	5052.66
Trade Receivables	6737.69	7271.63
Cash & Bank Balances	157.34	166.33
Short Term Loans & Advances	823.44	1024.93
Total Assets	14766.95	15118.95



AWARD/RECOGNITION

- Recently company is ranked 313th in amongst top 500 companies on the basis of turnover by “Fortune India 500”.

Stepping in the new era... ...for bringing more to the table.



Sanwaria group is a well-known Madhya Pradesh based Group in India for its presence since last two decades. The Group has its presence in various sectors such as, Energy (Sanwaria Energy Limited), Infrastructure (Sanwaria Infrastructure Limited), FMCG food Products (Sanwaria Foods Limited) and Sanwaria Consumer Limited.

Journey from Soya Industry to FMCG Food Products Company
Gulab Chand Agrawal, Chairman

“To start a business is a challenging endeavor, and achieving entrepreneurial success is a great accomplishment.”

In my 25 years of experience working with Soya and then the Food Industry, I have seen the journey of great success and no less than a roller coaster ride. From the Earth's deepest roots to its highest altitudes, we are more connected than ever to our planet and the food we produce. At Sanwaria Consumer Limited, we believe these connections hold the key to unlock the positive potential for growers and consumers.

A move to eradicate the ongoing predicament of malnutrition among the people of central India. The idea was well germinated and through his tireless efforts, he successfully built the business empire in the soya segment which has now been steered successfully into the FMCG sector by the tireless efforts of second and third generation. Today, we are evolving swiftly from being an established branded soya company to an emerging global food Company, with new strategic advancements and product developments underway.

SANWARIA CONSUMER SHOPPY:
The Company is foraging into direct retail by opening up company owned retail outlets under the brand name 'Sanwaria Consumer Shoppy' to reach the end customer directly. The Company has already opened up 25 stores at different locations of Madhya Pradesh and another retail stores are in pipeline to be opened in Madhya Pradesh and Maharashtra. Under this we will open 100 shops in Madhya Pradesh and there are targets to open 500 shops across India.



SANWARIA AS A BRAND:
SCL is home to a number of highly visible and enduring brands, renowned for their taste and quality with the brand name of Sanwaria, Narmada, Sulabh and Nashtra, enjoys the premier position in India. The Company also has had its presence in Middle East.

Sanwaria Products Coming Soon

- Tea • Spices • Brown sugar
- Mustard oil • Sunflower oil
- Cattle feed • Poultry feed





खाया वने
Tasty
दिमाग वने
वेज

SCL is KNOWN for it's RENOWNED taste & quality

At SCL, we are building world-class brands that create new opportunities of growth. We are capitalizing on the demands arising from changing lifestyles and consumption patterns. To reach the end customers directly, the Company has opened retail stores under the name 'Sanwaria Consumer Shoppy' to exclusively focus on sales of branded products. In addition, the Company sells its packaged foods through the hypermarkets, supermarkets and mini markets.

The Company's Vision is to become a Global Food Company. Our aim is to be admired for our wide range of quality products. Over the years, it has evolved from being a soya trader, to an emerging Food Company with a growing portfolio of wide range of 25 product in its product portfolio. Today,

We have embarked on sustainable business strategies and have built future drivers of growth

SCL has a diversified geographical presence, backed by an established marketing network. It is presently one of the top names in the industry having its presence in various in various growing sectors like Renewable Energy, Infrastructure, Hospitality, Warehousing, and more prominently FMCG food processing. Currently, the Company is having capacity of 2500 TPD of Solvent Extraction Plant, Soya Refinery of 250 TPD and 500 TPD of Paddy processing Plant.

AWARDS & ACHIEVEMENTS

- In 2017, said was ranked 25th in amongst 1000 Indian brand companies on the basis of performance by "The Financial Express".
- In 2014, Sanwaria Agro oils Ltd. has been featured among India's top 500 Companies 2013 by Dun & Bradstreet. According to that brand ranked remarkable achievement of 2013 for revenue, 4.38% for Net profit and 47.2% Net worth.
- "Emerging Company of the year 2009 Award" from the CIBILDB, INDIA.
- "Trailblazers of Madhya Pradesh" by Times Group in 2005.
- "International Star Award for Quality in Global Category" from the Business Intelligence Director (BID), Madhya Pradesh.
- Parul National Bank has awarded the Company with "TRE Eco-Gold Card" in Global Category.
- "Best Capacity Utilization & Processing Award" from SIPIA for 5 consecutive years.
- In March 2005 Sanwaria Agro Oils Ltd received "Outstanding Achievement Award in Export" By FMCG.

Website:
www.sanwariaconsumer.com

BUILDING WORLD-CLASS BRANDS



Sanwaria Consumer Limited (SCL) is taking concrete steps to match the evolving consumer trends; and emerge as a Global Food Company with a focus on wide range of staple and value added food products. The Company leveraged its existing strength of brands and distribution to expand its products portfolio and create synergistic businesses. This, it believes, will continue to keep SCL on the right track to generate sustainable and value accretive growth.

Company's premium products basket consist of:

- Basmati Rice (Exotic & Premium-Raw/Sella) • Refined Soybean Oil, Refined Rice Bran Oil/ Fortified with vitamins
- Chakki fresh Atta fortified with Soya Flour • Chakki fresh fortified Protein & Iron rich Atta
- Maida, Suji, Rawa, Besan, Dalhya, Pulses (Dals) • Soya Flour, Soya Chunks (Ban) • Salt, Sugar, Poha
- Soya Meal, Soya Meal High Protein • Rice Flour, Lecithin • Aqua Feed

QUALITY CERTIFICATION & INSPECTION

- HACCP
- ISO 14001:2004
- ISO 22000:2005
- GMP



SANWARIA CONSUMER LIMITED
Formerly Known As Sanwaria Agro Oils Limited

Website:
www.sanwariaconsumer.com

Registered Office: E-1/1, Aera Colony, Bhopal (M.P.)-462016

Telephone: +91-755-4294878; **Fax:** +91-755-4295038;
Toll Free No.: 1800-233-1224

FORTUNE INDIA



(Formerly Known As Sanwaria Agro Oils Limited)

Sanwaria Consumer Limited is Proud to be a **Fortune 500 Company**



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ABOUT Sanwaria Consumer Limited



COMPANY OVERVIEW

- Sanwaria Consumer Limited is one of the largest integrated food processors in India and is engaged in the business of manufacturing and selling of edible oil and other staple food products like Soya, Rice, Pulses and Wheat etc.
- Sanwaria is presently one of the top names in the industry having its presence in various growing sectors like Renewal Energy, Infrastructure, Hospitality, Warehousing, and more prominently FMCG food processing.
- As a Flagship company in the Group “Sanwaria Consumer Ltd” is primarily engaged in food processing which includes:
 - Soybean Processing- for extraction of Soya Oil, Soya Meal (De-oiled Cake), Soya Flour, and Soya Chunks (Soya Bari)
 - Paddy Processing- for Basmati and Non Basmati Rice
 - Rice Bran Oil Processing
 - Wheat Processing-for Flour, Maida, Rawa, Suji, Dalia, Chakki Fresh Atta
 - Gram Processing- for Besan
- Sanwaria Consumer Limited is a mission driven company Incorporated in 1991 and listed on BSE and NSE.
- Started with regional presence and grown up worldwide. It is ISO 14001, 22000, GMP and Halal Certified. Also awarded as a Government Recognized Export Trading House by DGFT.
- The Company has manufacturing units at 3 location - Mandideep, Itarsi and Betul, strategically located in the food production and consumption belt in India.
- The Company is involved in the food business for more than 25 years and has built a very strong sourcing capabilities by direct procurement of agricultural produce through more than 80 direct collection centre. This has lead to significant cost economies in procurement.



- The Company has a strong distribution network with reputable brands like **Sanwaria, Narmada, Sulabh and Nashira**.
- The company has strong backward integration for its raw material having innovative model of Direct Procurement Centers (DPC) across the state.
- Amazing forward network of C&F agents, Distributors, Retail chains, Malls for sale and marketing of its products.
- Sanwaria has adopted strategy to convert its conventional commodity and agro based business into an FMCG Business by adding new product range like Suji, Maida, Dalia, Besan, Chakki Fresh Atta, Poha, Soya Flour, Sugar Pulses and packaged food, etc.
- Presently have 35 no. of products which will gradually taken to 50 and the finally to 100 no. of products basket with in next 2-3 years.
- It has an installed capacity of 2,500 TPD for soya bean crushing and extraction of crude oil and de-oiled Cake (Soya Meal) installed capacity of 250 TPD for oil refining.
- The Company has commissioned and started the production of Basmati Rice with a capacity of 200 TPD in Mandideep in 2013 and 300 TPD in Kiratpur Itarsi in 2015.
- The Company has planned to open 100 ATM size stores starting with MP and then rest of India to sell our products directly to consumers. 25 of such stores are already opened at different places of MP and another 25 in pipeline.
- The Company was ranked **336th** in amongst 1000 India's finest Companies on the basis of Turnover by the **“The Financial Express”**.



INDUSTRY OVERVIEW

Food sector in India :

- India is the world's second largest producer of food products next to China and has the potential of becoming the largest producer in the near future.
- In India, the food sector has emerged as a high-growth and high-profit sector due to its immense potential for value addition, particularly within the food processing industry.
- The food industry, which is currently valued at US\$ 39.71 billion is expected to grow at a Compounded Annual Growth Rate (CAGR) of 11 per cent to US\$65.4 billion by 2018.
- Food and food products constitute ~35% of the wallet spend. Out of this more than 50% comprise of staples like wheat, rice and edible oil.
- Current per capita food expenditure in India is 1/6th of China and 1/16th of US.
- Spending on processed food is likely to surge 4x by 2020 as the segment has grown at a CAGR of 18% in the past five years.

- **Increasing demand of Soya based products :**
- Soybean has 60% protein content and the fats in soybean oil has shown to help reduce total cholesterol, lower LDL or bad cholesterol levels and increase HDL or good cholesterol levels.
- Soya based products are the cheapest source of proteins for vegetarians worldwide.
- Soya foods provide high quality protein and are low in saturated fat. This along with the growing health consciousness amongst people has lead to rapid acceptance of soya foods like soya milk, soya flour, soya nuggets, soya pasta, soya flakes etc.
- With growing urbanization, favorable demographics, increasing health consciousness and the instances of adulteration in unbranded goods, the branded foods category is expected to continue its growth.
- The packaged part of the F&B segment is estimated to grow at a CAGR of ~10% for the next 5 years.

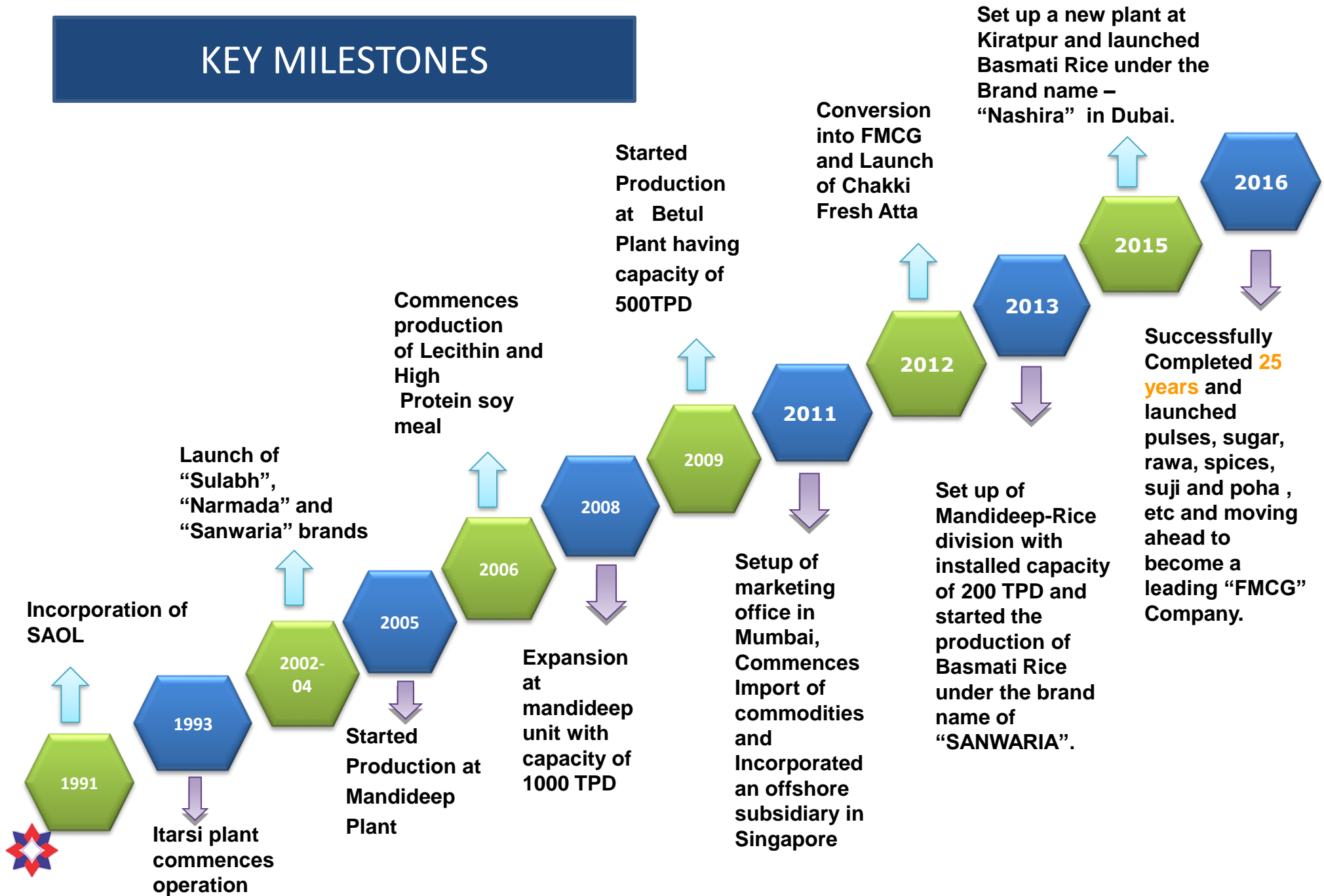


PROMOTERS PROFILE








Name	Description
Shri Anil Agarwal	He is a Doctor & D. Let of Philosophy in Management, Chartered Accountant and Master of Commerce He looks after finance, accounts and taxation matters of the company. Being a qualified person his contribution in company is always appreciative. His suggestions are always in best interest of the company. He is actively involved in fund management. He deals with all finance and law related matters coming in day to day activities. He keeps on trying his best efforts essential for success and prosperity of the company. He has developed overall internal control system in company.
Shri Gulab Chand Agarwal	He is commerce Graduate and has 25 years of experience of handling cash, dealing with banks. He looks after working capital management of the company apart from cash and mandi/farmers payment management. He has a very good contribution in developing internal control system for the cash.
Shri Ashok Agarwal	He is a Commerce graduate and has more than 25 years experience of production /manufacturing. He has been involved in Factory Management, Marketing, Personnel Recruitment, Labor Management, and General Administration. He looks after overall factory/plant, sales/market of the company's all products.
Shri Satish Agarwal	He is a Commerce graduate and has 25 years of experience related to Dal mill, trading and procurement of various items from mandi and farmers. He has been involved to forging strong relationship with farmers. He looks after overall procurement activity of soya seed and other items for the company. He is also associate with day to day affairs of Roller Flour Mills and Solvent Extraction Plant.

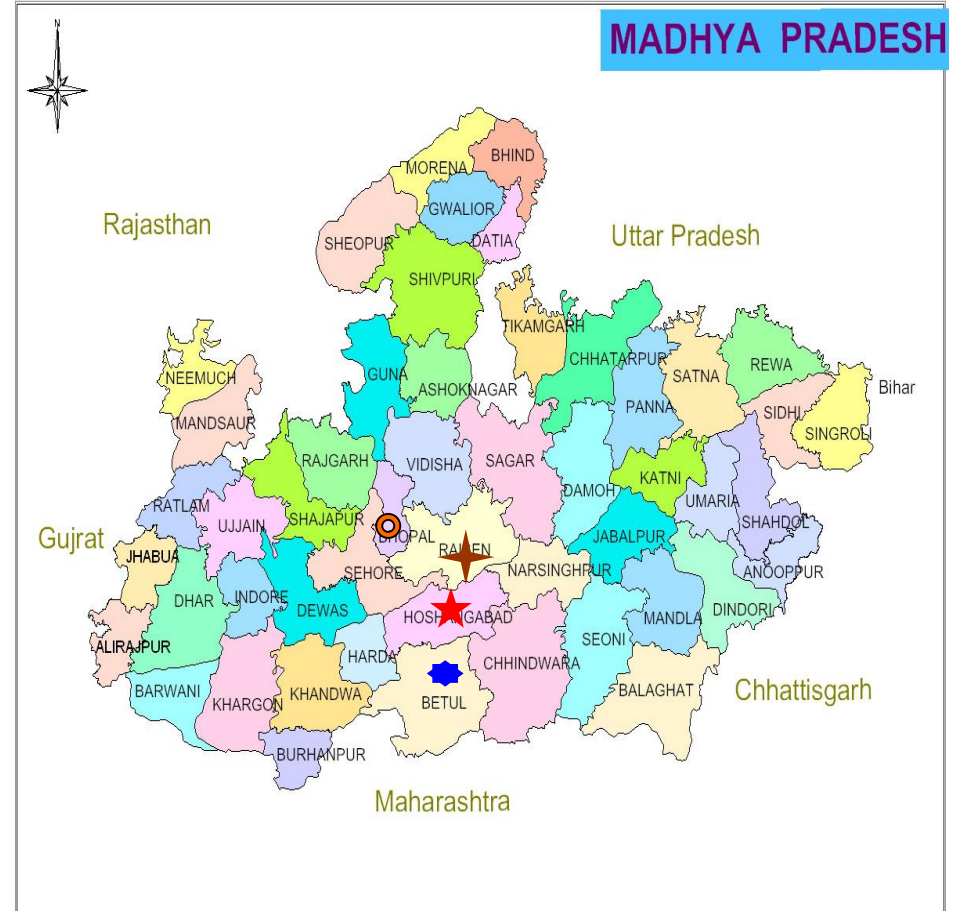


KEY MILESTONES



MANUFACTURING LOCATIONS

S.No.	Process - Location	Installed Capacity
		TPD
1	SEP – Itarsi 	500
2	SEP – Mandideep 	1500
3	SEP- Betul 	500
4	Rice Plant- Mandideep 	200
5	Rice Plant- Itarsi 	400
6	Soya Flour-Mandideep 	10
7	Soya Chunks- Mandideep 	10



FMCG FOOD PRODUCTS COMPANY WITH GLOBAL AND REGIONAL BRANDS

NASHIRA BASMATI RICE



SANWARIA BASMATI RICE



SANWARIA SOYABEAN REFINED OIL



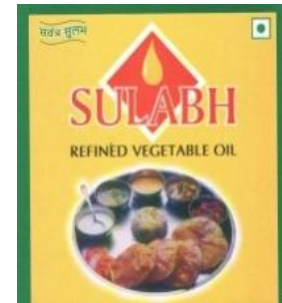
PULSES SALT SUGAR SOYA BARI BESAN MAIDA



PRODUCT PORTFOLIO

Company's premium products basket consist of:

- Basmati Rice (Exotic & Premium- Raw/Sella)
- Refined Soyabean Oil, Refined Rice Bran Oil/ Fortified with vitamins
- Chakki fresh Atta fortified with Soya Flour
- Chakki fresh fortified Protein & Iron rich Atta
- Maida, Suji, Rawa, Besan, Daliya, Pulses (Dals),
- Soya Flour, Soya Chunks (Bari)
- Salt, Sugar, Poha
- Soya Meal, Soya Meal High Protein
- Rice Flour, Lecithin
- Aqua Feed
- Poultry Feed



NEW PRODUCT LAUNCH

- Company has launched 10 new product in the brand name of “Sanwaria” which will increase our product basket to 35. all the products will be available in market through distributors & retailers & on our exclusive retail stores “**Sanwaria Consumer Shoppy**”.

Name of the products:-

- Cattle Feed
- Poultry Feed
- Mustered Oil
- Sunflower Oil
- Khandsari (Brown) Sugar
- Sumin seeds Powder (Jeera)
- Turmeric Powder (Haldi)
- Coriander seeds Powder (Dhania)
- Red chilli Powder (Lal Mirch)
- Tea

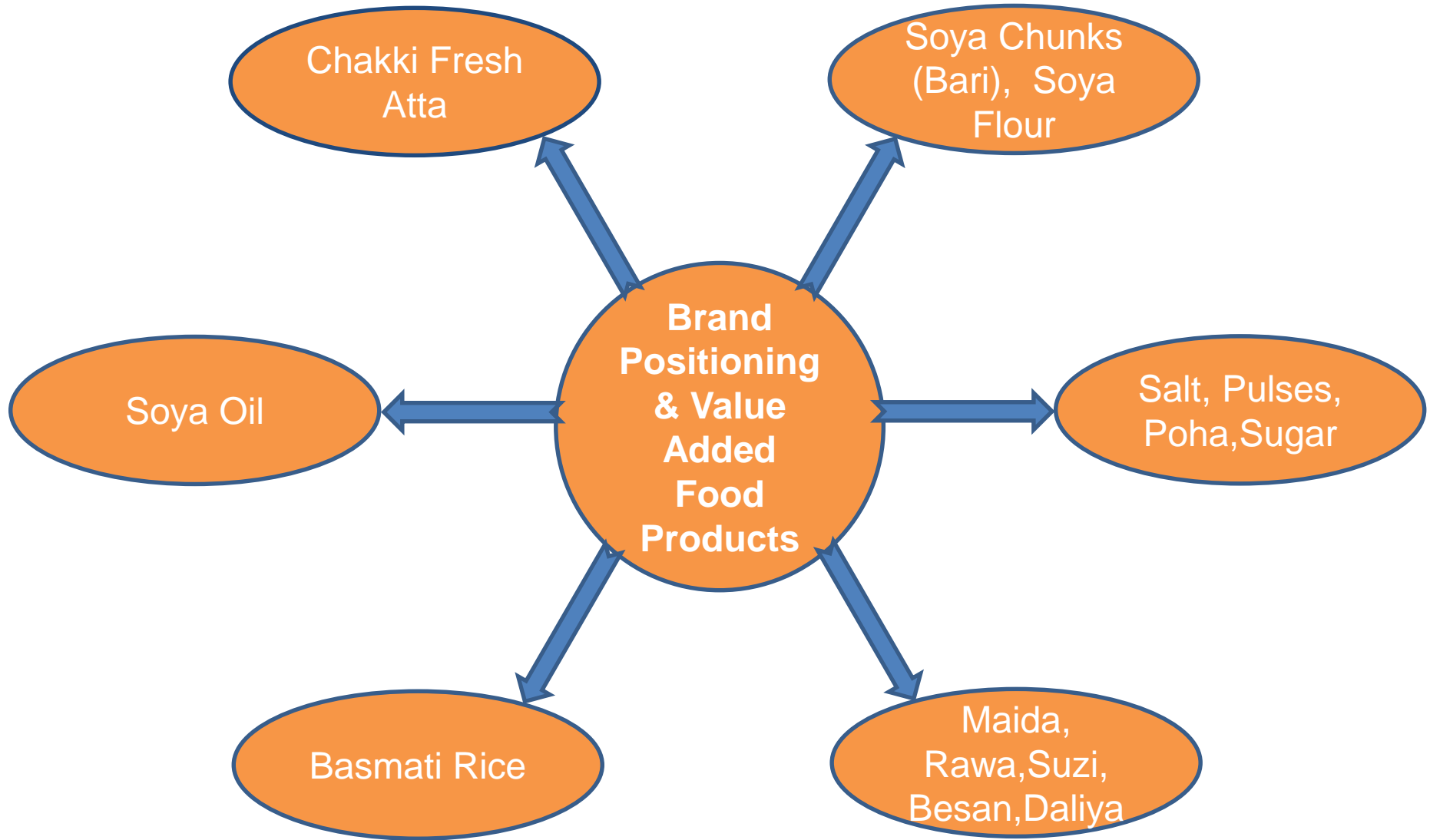


Present across the entire process chain

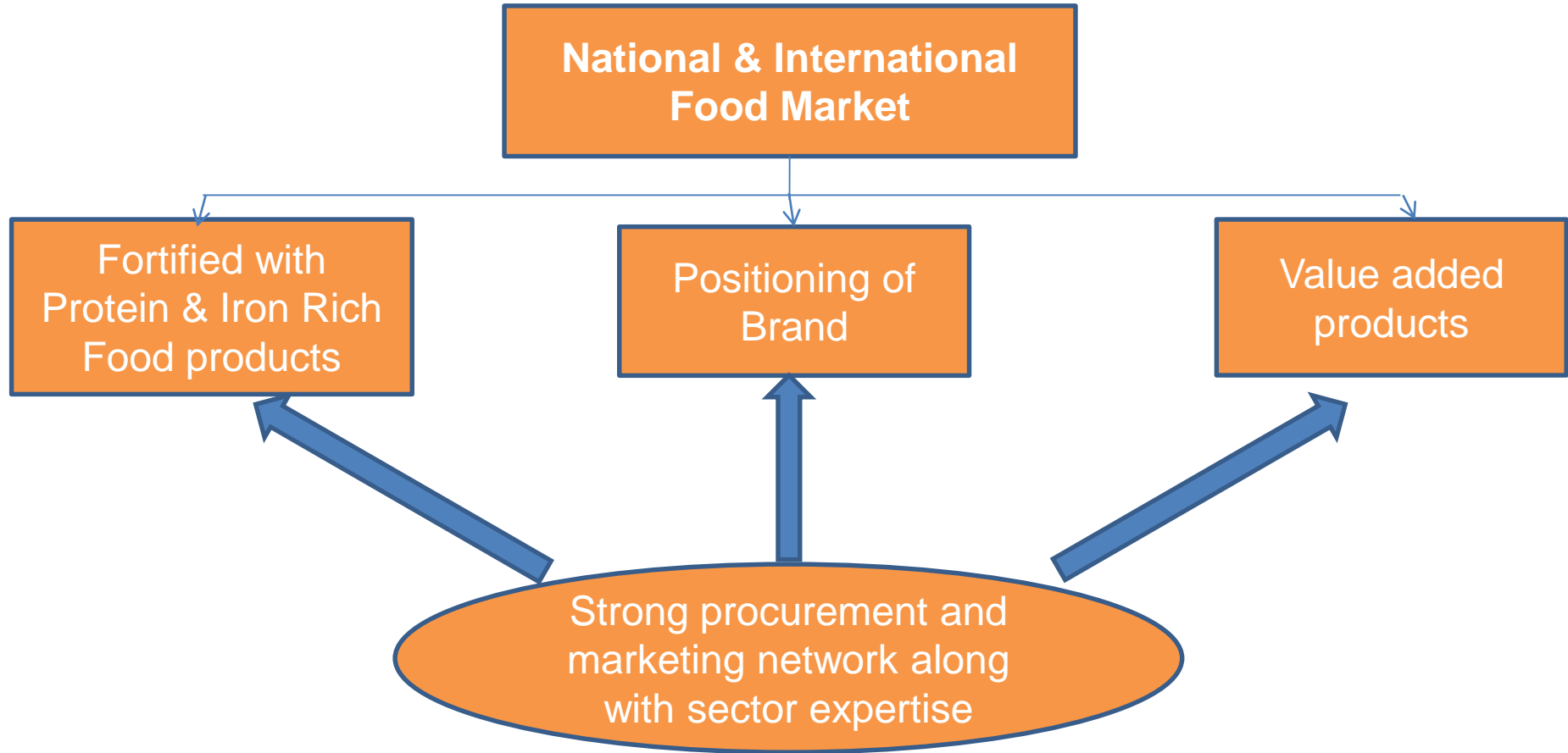
Procurement	Processing	Products	Marketing and Distribution
<p>Procurement</p> <ul style="list-style-type: none"> • Company's experience and extensive relationships with various entities in the value chain provide significant cost economies in procurement. • Strong procurement ability through Direct Procurement agents working exclusively for Sanwaria, giving 2-3 % of cost savings to the company. • Company's testing facilities gives it the benefit of price adjustment and quality control, at the procurement stage itself. 	<p>Processing</p> <ul style="list-style-type: none"> • Presence across the entire manufacturing value chain • 3 manufacturing plants strategically located in M.P. <ul style="list-style-type: none"> • Extraction capacity : 2,500 MT per day • Refining capacity – 250 MT per day. • Paddy processing capacity: 500 MT per day 	<p>Products</p> <ul style="list-style-type: none"> • The Company has recently launched 25 new products in its Product portfolio as in Sugar, Pulses, Poha, Basmati Rice and has taken a step ahead to become a leading FMCG Company. • Value added products include soya nuggets, soya flour, textured vegetable proteins. 	<p>Marketing & Distribution</p> <ul style="list-style-type: none"> • Owns various brands including “Sanwaria”, “Narmada” “Sulabh” and “Nashira” • Direct Consumer Reach through D-Mart Hypercity, Reliance, Big Bazar and Vishal. • The Company has recently ventured opened eleven retail outlet in state of Madhya Pradesh and planned to expand the same to 100 outlets throw out the country.



KEY GROWTH DRIVERS



FUTURE STRATEGY



Key Investment Highlights:

Presence in a large and fast growing segment :

- ❑ The Company is amongst the top food producers of soya/Paddy/Wheat products in India.
- ❑ The Group has sustained exposure in trading of food grains and pulses apart from soyabean products, wheat products, rice , oils and other food products.

Location Advantage :

- ❑ The company's operations in the heartland of the soya & Paddy & wheat belt of India gives it a major locational advantage reducing the logistics costs substantially.
- ❑ The plants are located in Madhya Pradesh which is a power surplus state and hence the Company has access to cheap and uninterrupted power supply.
- ❑ The region has good access to skilled and semi skilled labour.

Strong procurement capabilities :

- ❑ The Promoters of the Company have been in the business for over 45 years, enabling it to establish a very strong and efficient procurement system .
- ❑ It has strong relationship with farmers with 80 direct procurement centers across Madhya Pradesh wherein the farmers bring their crop and the company purchases directly from farmers.
- ❑ The Company also procures goods from international markets to meet its requirements of soya oil.



Key Investment Highlights (contd...)

Strong and Widespread Distribution Network :

- ❑ The Company has a strong network of C&F agents and distributors/Dealers.
- ❑ In addition, it has ventured into modern trade by tying up with various retail chains/malls like, Aaporti Super Market, Reliance Mart, Pantaloon Big Bazar, and ITC Choupals, Wall Mart etc.
- ❑ The Company with the aim of reaching end consumers is exploring innovative distribution channels like the associating/ tying up with Online Chains, gyms and dieticians for its products.
- ❑ The Company has already established separate channel to export the branded rice to Middle East and Africa.

Experienced Promoters:

- ❑ The Promoters have been engaged in the field of agro products through trading of various commodities since last 45 years.
- ❑ This has enabled them to develop vast experience in the agro based products and also enabled them to build an efficient procurement system.

Future growth strategy :

- ❑ The Company intends to continue capitalizing on its strong procurement capabilities by strengthening its presence across agro based and staple food product categories.
- ❑ The Company is poised to leverage its distribution network venturing into branded segments across a wide product basket comprising of soya Chunks, soya flour, soya Pasta, basmati rice, wheat flour, refined oil, salt, Poha, Sugar etc.



ROAD AHEAD

- The Company with the focus of becoming a leading FMCG player in the next few years, intends to leverage its strong procurement and marketing network to capture the sub segments of the growing National and International food market.
- The Company is foraying into direct retail by opening up company owned retail outlets under the brand name '**Sanwaria Consumer Shoppy**' to reach the end customer directly. The Company has already opened up 25 stores at different locations of Madhya Pradesh .
- The Company is venturing into different geographical locations through Franchise Route.
- Change in management strategy to diversification and growth
- Opening 100% subsidiary in Dubai to get the overseas market business of Middle East & Africa.
- Starting business in Singapore through 100 %Subsidiary which will get business from rest of the world along with cheaper finance facilities.
- Net Sales and PAT of the Company are expected to grow at a CAGR of 13% and 35% Over 2015 to 2018E, respectively.
- EBIDTA Margins are expected to increase due to improvement in manufacturing efficiency, increase in sale and change in product mix.





SANWARIA GROUP
Serving Society through Industry

Company:

Sanwaria Consumer Limited

CIN: L15143MP1991PLC006395

Registered Office: E-1/1, Arera Colony, Bhopal (M.P.) – 462016

Email id: compliance@sanwariaagro.com

bhopalsanwaria@gmail.com

Website: www.sanwariagroup.com

