

**Date: 24th July 2025** 

CIN No.: L36911MH2008PLC181989

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400001 To, National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai 400051

**Scrip Code: 541967** 

Trading Symbol: SKYGOLD

<u>Subject: Disclosure under Regulation 30 of the Securities and Exchange Board of India</u> (<u>Listing Obligations and Disclosure Requirements</u>) Regulations, 2015 - Presentation on the <u>Unaudited Financial Results.</u>

Dear Sir/Madam,

Please find enclosed herewith the Investor/ Analysts presentation on Unaudited Financial Results for the quarter ended June 30, 2025.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

The same is also being made available on the Company's website www.skygold.co.in

This is for your information and records.

Thank you.

Yours faithfully,

For Sky Gold and Diamonds Limited,

(formerly known as Sky Gold Limited)

MANGESH

Digitally signed by MANGESH RAMESH CHAUHAN

RAMESH

CHAUHAN Date: 2025.07.24 10:03:43 +05'30'

Mangesh Chauhan
Managing Director & CFO

DIN: 02138048

Place: Navi Mumbai

Encl.: As above.

Phone No: +91 914515 5000 Email Id: info@skygold.co.in Website: www.skygold.co.in









**Investor Presentation - Q1 FY26** 

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## Q1 FY26 Performance Highlights (Y-o-Y)



**Q1 FY26** 

Revenues

**INR 1131.2 Crs** 

+56.5%

Y-o-Y

Q1 FY26

**EBITDA** 

**INR 71.4 Crs** 

+91.5%

Y-o-Y

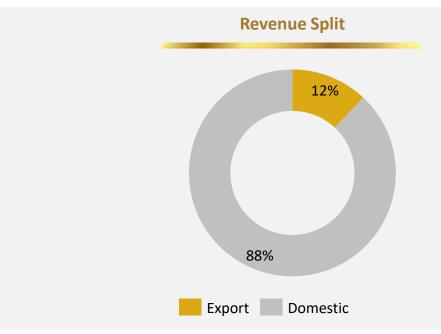
Q1 FY26

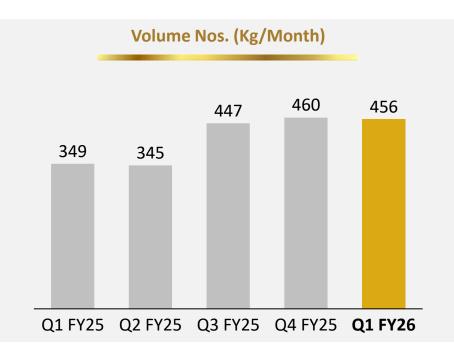
**PAT** 

**INR 43.6 Crs** 

+105.3%

Y-o-Y

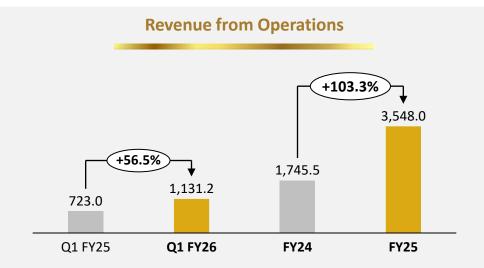


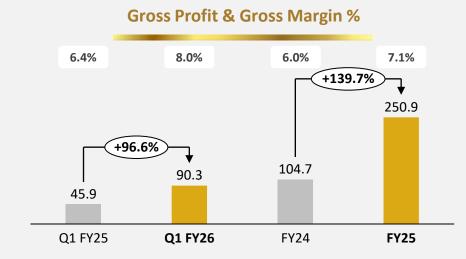


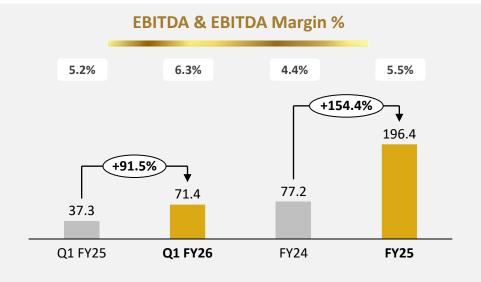
## **Q1 FY26 Performance Highlights**

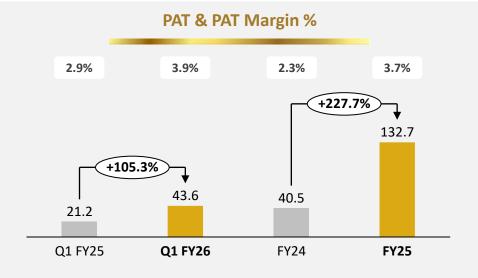


(All Figures In Rs Cr)









## Q1 FY26 Consolidated Profit & Loss Statement



Profit & Loss Statement (Rs. Crs.)	Q1 FY26	Q1 FY25	Y-o-Y	Q4 FY25	Q-o-Q
Revenue from Operations	1,131.2	723.0	56.5%	1058.2	6.9%
Cost of Materials Consumed	1,182.7	683.8		945.3	
Changes in Inventories of FG & WIP	-141.7	-6.7		30.8	
Gross Profit	90.3	45.9	96.6%	82.1	10.0%
GP %	8.0%	6.4%	163 bps	7.8%	22 bps
Employee Benefits Expense	12.0	4.8		10.4	
Other Expenses	6.9	3.9		8.7	
EBITDA	71.4	37.3	91.5%	63.0	13.2%
EBITDA %	6.3%	5.2%	115 bps	6.0%	35 bps
Other Income	4.3	1.2		4.8	
Depreciation and Amortisation Expense	3.6	2.1		3.6	
EBIT	72.1	36.4	97.9%	64.3	12.3%
Finance Costs	13.3	8.0		14.0	
PBT	58.9	28.5	106.9%	50.2	17.2%
Total Tax Expense	15.3	7.2		12.0	
Profit for the period	43.6	21.2	105.3%	38.2	14.2%
PAT %	3.9%	2.9%	92	3.6%	25 bps

Revenue (INR Crs.) - Subsidiaries	Q1 FY26	Q4 FY25	Q-o-Q
Sparkling Chains	166	154	7.8%
Star Mangalsutra	155	149	4.1%



## **Recent Company Updates**



#### **Onboarding New Clients**

- Successfully onboarded Reliance Retail , PMJ and KalaMandir, strengthening our presence across diversified and fast-growing major jewellery retailers
- We've broadened our customer reach with Aditya Birla Novel Jewels, Caratlane and P.N. Gadgil in the past quarter, enhancing our footprint among prominent and rapidly expanding jewellery retail chains

#### Acquisition of a Wholly Owned Subsidiary in Dubai (UAE)

- Sky Gold & Diamonds has decided to acquire a newly incorporated entity in Dubai (UAE) to strengthen its exports to the Middle East
- The company has identified the region as a strategic growth market and plans to open up a sales office, owing to the strong demand for high-quality jewellery in the Middle East particularly in Dubai (UAE)

#### **Focus on Advance Gold Customers**

- Targeting new customers additions through the Advanced Gold Model. Further, increase in wallet share expected from Existing Advanced Gold Model clients. This model is expected to enhance profitability (PAT) and improve Return on Capital Employed (ROCE)
- Sky Gold & Diamonds plans to optimize working capital by strategically implementing the Advanced Gold Model across its customers

#### **Focus on Gold Metal Loan.**

- Secured Gold Metal Loan (GML) limits with 3 existing private banks
- GMLs provide **lower cost financing** thereby substituting high-cost working capital facilities
- GMLs provide gold manufacturers with raw material upfront, improving cash flow and production cycles

## Sky Gold Vision: 2.0 – Driving next leg of growth

Capital Requirement



## **Sky Gold & Diamonds Vision** Capacity Utilization ~ 900 kgs per Revenues PAT Margin ~4.5% by FY27 ROCE >30-35% month (Post Acquisition) by FY27 ~ Rs. 7,600 Crs by FY27 **Stickiness of Business Corporate Action** Total Capital infusion of To support Increased Working Higher Liquidity available for Strengthening of Management Bonus Issue of

#### Successful capital raise of INR 270 crores with participation from marquee DIIs

**Higher Growth** 

**Rating Upgrade** 

**INR 128 Crores** 

(108 Crs +20 Crs)

- India Ratings Assigns Sky Gold's Bank Loans 'IND A- /Stable
- Fund-based working capital limit & Proposed fund-based working capital limit have been assigned IND A- /Stable/IND A2+

Team & Regional Sales Team

1:9

## 2x Revenue Growth Achieved – Gearing Up to Repeat



## **Gross Margin Expansion**

Gross margin improved from 3% in FY20 to 7%+ currently, driven by scale, design premiums, and lower gold loss. Further expansion expected through diamond sales and advanced gold

## Working Capital Optimization Strategy

Eliminating Receivables and Inventory by using advanced gold contracts with customer-supplied gold

#### **Capacity Expansion**

Proposed scale- up to 4.5 tons capacity is our strategic priority, with strong execution critical to customer confidence and long-term partnerships

#### Targeting Working Capital Reduction

Aiming to gradually bring down working capital intensity to 52–55 days by FY27, driving improved operational cash flow

#### Scalable, Asset-Light Business Model

Strong belief in the scalability of B2B designled manufacturing, especially when compared to the capitalintensive B2C jewellery retail model

#### Sales Team Alignment

Sales team KPIs are now closely tied to the adoption of advanced gold contracts and receivable collections



# Favorable Industry Shift

The ongoing transition toward organized jewellery retail is a structural tailwind, creating growth opportunities for Skygold, which currently holds <0.5% market share



## **ERP System Upgradation**

A modern ERP system will allow to enhance monitoring of productivity, gold loss, inventory, and receivables

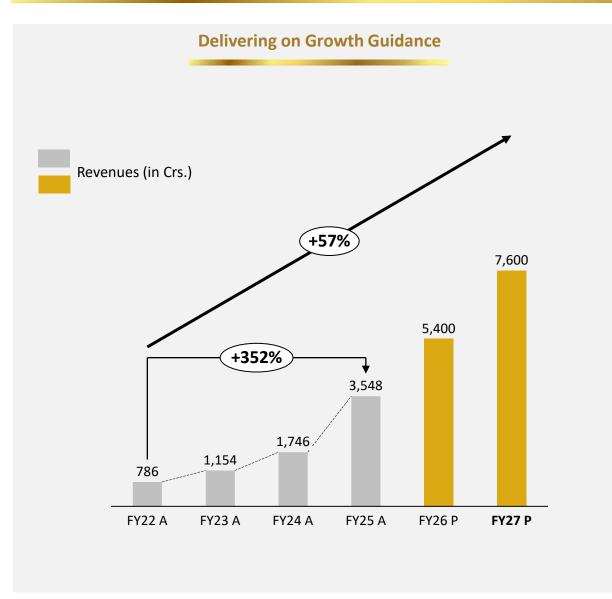






## **Charting the Course – Core Pillars for Progress**





#### **Achieving Growth Through Strategic Focus on Key Pillars**

Expanding Product Portfolio

Strong hold in existing 22 carat category

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Expanding into other emerging categories like 18 carat/diamond/ studded lightweight jewellery

**Successful Acquisitions** 

Increased focus on value added studded jewelry segment



Increased TAM- Added Chains,
Mangalsutra & Bangles segment

**Geographic Expansion** 

Penetrating key international markets (opening an office in Dubai)



Increasing domestic reach with multiple regional offices

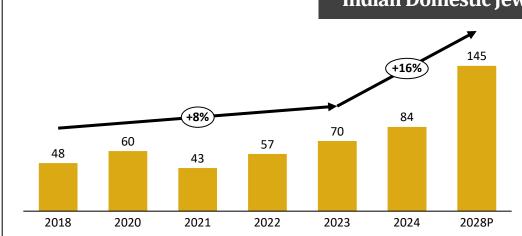
**Operational Efficiency** 

Increase in GML loans to reduce interest cost & help to improve EPS, ROCE & ROE

## **Shining Bright: The Future of India's Jewellery Industry**







- By FY 2028, the Indian jewellery retail market is set to touch USD 145 billion, driven by macroeconomic tailwinds and a rise in disposable incomes.
- A strong cultural affinity for gold, along with growing traction in alternative categories like gemstone and fashion jewellery, is accelerating consumer demand and market diversification.





- Manufacturers are strategically focusing on producing lightweight pieces to cater to the preferences of younger consumers, particularly those seeking daily wear gold jewellery that complements western-style attire.
- With over 65% of India's population under 35 and more than 308 million women aged 20–49, this demographic demands jewellery that emphasizes quality, authenticity, and purity—creating a significant opportunity for premium yet accessible offerings.

Source: Technopak Analysis

## Glittering Prospects: Exploring Investment in India's Jewellery Market





The market size of the organized sector is projected to grow from USD 19.2 billion in FY 2020 to USD 82.65 billion by FY 2028, reflecting a CAGR of 20%



Indian jewellery consumers are becoming increasingly discerning and brand conscious by seeking assurance of the final product's quality and transparency in their jewellery purchases which can only be provided by organized retailers



Organized jewellery retailing today represents a wide range of ready-made ornaments, offering various designs and options



National and regional jewellery retailers, with their bigger scale, can tailor designs to regional preferences and global trends



Large organized manufacturers size enables them to undertake frequent launches of new collections and brands, offering customers a wide variety of options



#### Some Of The Fine-Tuned Strategies Adopted By Industry Players

Transparency in pricing

Benchmarked Making Charges Competitive Gold Rates

Regionalized Store Inventory

100% Exchange Value Assurance

Cutting-edge technology

Source: Technopak Analysis

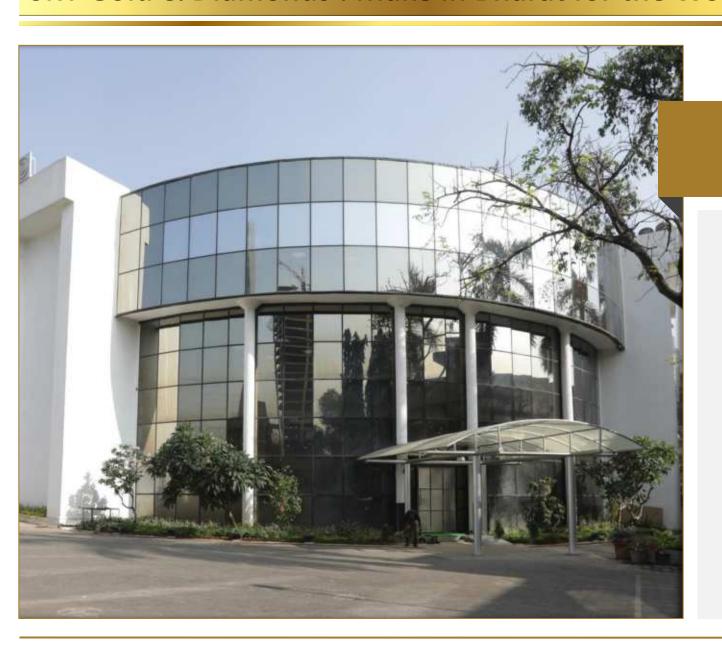




**Company Overview** 

## SKY Gold & Diamonds: Make in Bharat for the World





Leading the way in manufacturing of Casting Gold Jewellery since 2005.

Established in 2005, Sky Gold has been a trailblazer in the realm of casting jewellery.

Founded by three visionary founders:

Mangesh Chauhan Mahendra Chauhan Darshan Chauhan

Sky Gold & Diamonds have evolved into a symbol of excellence in light weight design & quality

## **Crafted For Tomorrow: Sustainable, Stunning and Smart**





**20 Years** of Experience



1100

(including 110+ designers)
Employees



Manufacturing Facility

1,30,000 sqft



12.6 tonne
per year



Available with reputed **Indian & international** corporates & distributors



Available in **2,000** retail outlets across **India & 500+** outlets globally

#### Some of Our Distinctive Features are as follows:

#### **Extensive Industry Experience**

With years of dedicated service, Sky Gold & Diamonds brings a wealth of experience to the art of jewellery manufacturing



#### **Customizable Designs**

We take pride in offering a personalized touch to our jewellery, ensuring that each piece reflects the unique style and preferences of our customers

#### **Skilled and Talented Craftsmen**

Behind every masterpiece is a team of skilled and talented craftsmen, dedicated to precision and artistry



#### **Fair Price and Trade Policy**

At Sky Gold & Diamonds, transparency and fairness are integral to our trade policy, ensuring that our customers receive quality jewellery at honest prices



At Sky Gold & Diamonds, we go beyond being manufacturers; we are creators of timeless pieces, and our commitment to excellence resonates in every facet of our craftsmanship.

Throughout the journey, Sky Gold & Diamonds has consistently demonstrated resilience, evolution, and a commitment to excellence, making it a prominent and respected name in the industry.

## **Key Milestones**





- Incubated as a SkyGold Started as a Partnership firm, laying the foundation of its remarkable journey in jewellery industry Transformed into a Pvt Ltd
- Marking a significant step towards growth and expansion

- Achievement of listing on the BSE SME reflecting transparency & scale of operations
- Crossed Turnover of ₹ 500 Cr

- Made it to the Main Boards of NSE & BSE
- New 81,000 Sq Ft Manufacturing Facility
- Fund raise from UHNI & warrants issuance to promoters (₹128Cr)
- Acquisition of Star Mangalsutra & Sparkling Chains
- Successful completion of QIP worth ₹ 270 Cr
- Bonus issue of 9:1

- Purchase of 10,500 sq. mtr industrial land for future business growth in Navi Mumbai with planned capacity of 4.5 tons/ month
- Acquisition of Ganna N Gold- entry into new segment of light weight Bangles.

## **Management Team**





#### Mr. Mangesh Chauhan

As the company's Managing Director & Chief Financial Officer, Mr. Mangesh Chauhan, a key promoter, brings over 20 years of expertise in the gem & jewelry industry. Starting from humble beginnings in Mumbai's Zaveri Bazar in 2000, he co-founded "M/s Sky Gold" in partnership with Mr. Mahendra Chauhan and Mr. Darshan Chauhan, focusing on gold jewelry production & sales. After dissolving the partnership in 2008, they formed "Sky Gold Private Limited" to manufacture and promote their jewelry collection in-house. Mr. Mangesh Chauhan oversees the finance department and actively contributes to marketing. His journey reflects a remarkable evolution from a local shop to a prominent player in the industry.



#### Mr. Mahendra Chauhan

At the helm of our brand's production, design, quality control, and machinery is Mr. Mahendra Chauhan. He oversees technological advancements, research, and development across all our plants and machinery, ensuring a seamless manufacturing process. Proficient in plant and machinery management, he plays a pivotal role in the smooth operation of our processes. Thanks to his adept leadership, we've achieved significant progress in the realm of affordable yet innovative jewelry design and development.



#### Mr. Darshan Chauhan

With over a decade of expertise in the gem and jewelry sector, our co-director, Mr. Darshan Chauhan, focuses extensively on product enhancement, styling, pricing strategies, and overall commercial development. Additionally, he plays a pivotal role in conceptualizing and visualizing new designs. Managing marketing and sales for the brand, he keeps a keen eye on emerging trends in the market. It's worth noting that Mr. Chauhan has previously overseen overseas sales, showcasing his comprehensive involvement in the brand's global presence.





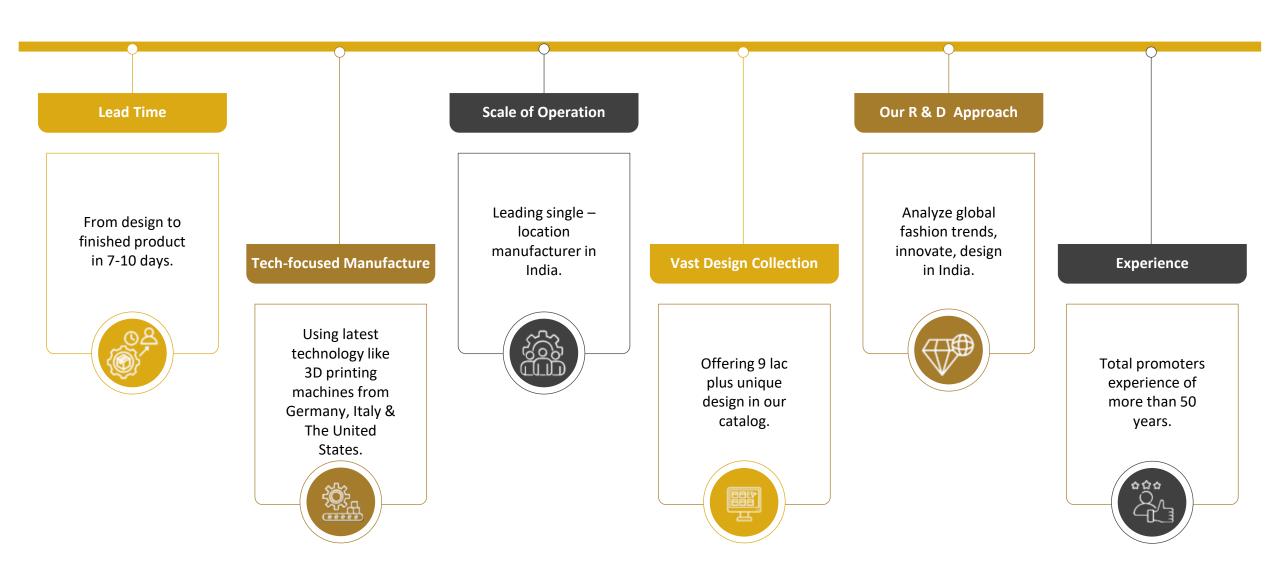
# **Crafting Exclusively**

What sets Sky Gold & Diamonds apart in our collection of monopoly designs is the embodiment of exclusivity and creativity.

Our exclusive creations stand as a testament to the unparalleled ingenuity and innovation of our dedicated design team. With a commitment to meeting the diverse tastes of consumers and covering a broad spectrum of jewellery types, Sky Gold & Diamonds takes pride in presenting a portfolio that extends across 18 distinctive subbrands. Each piece in our collection is meticulously crafted to encapsulate a unique blend of sophistication and trendsetting style, ensuring that our clients experience a level of exclusiveness that is unmatched in the realm of jewellery design. At Sky Gold & Diamonds, we transcend the ordinary, offering a curated selection that resonates with individuality and sets a new standard for elegance in the jewellery world.

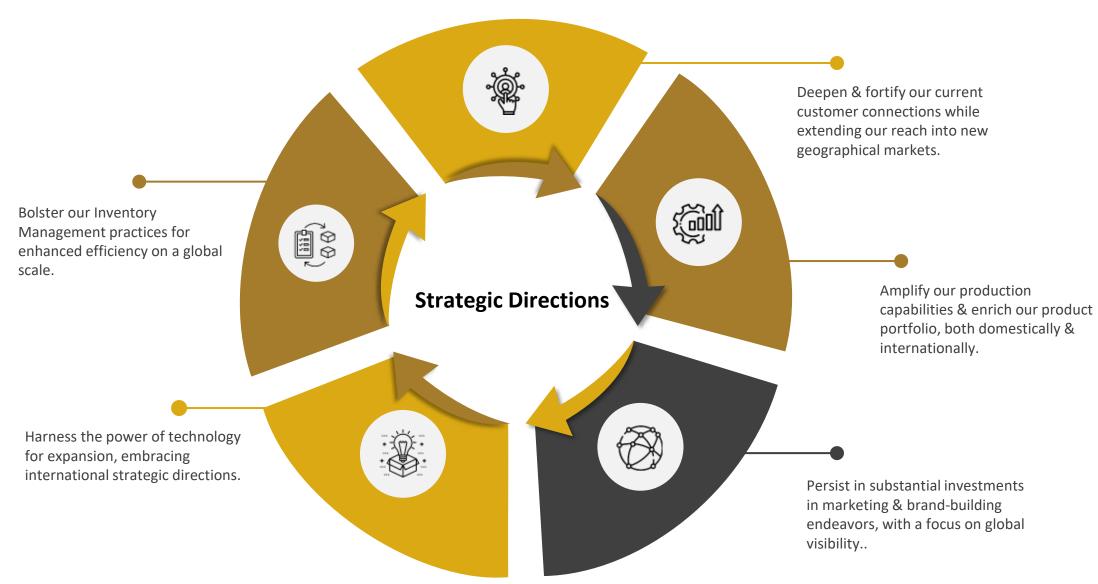
## **Competitive Advantages**





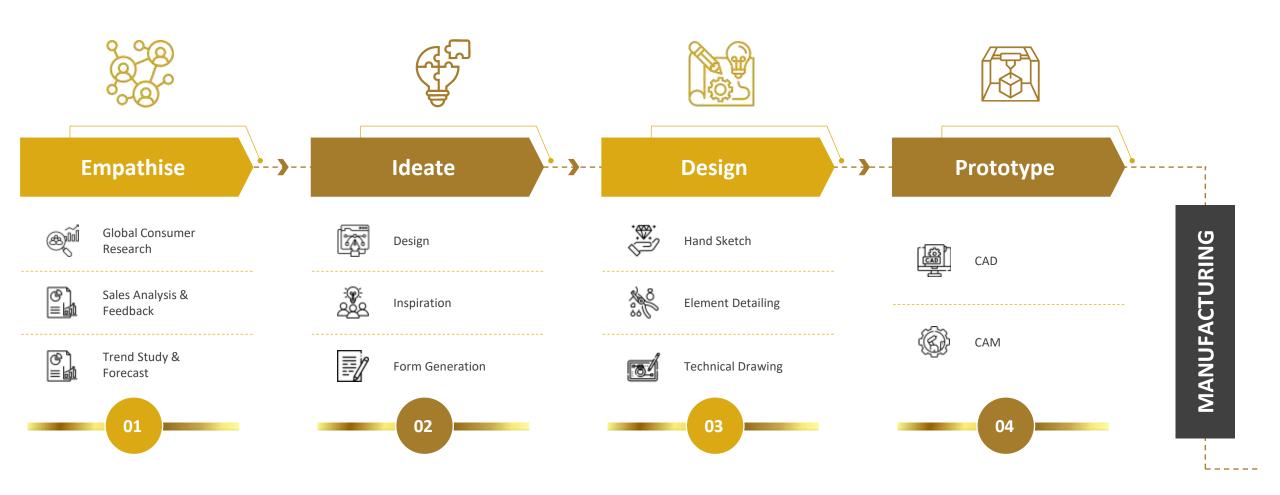
## **Strategic Directions**





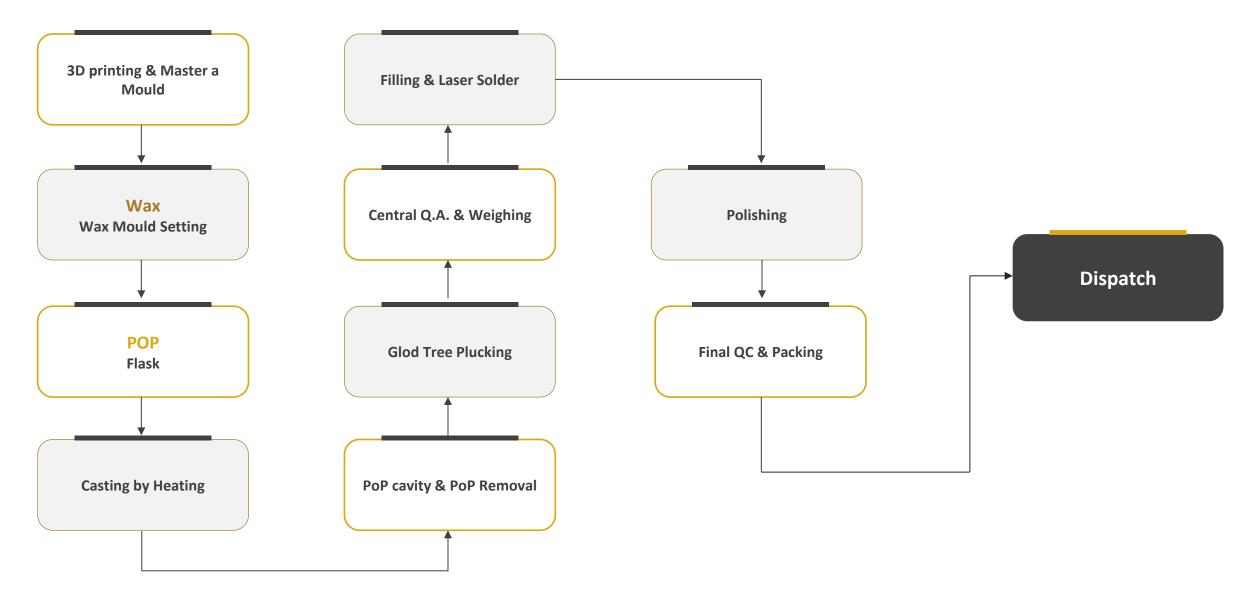
## **Design Process**





## **Manufacturing Process**





## **Quality Control Process**



Stage 1 Stage 2 Stage 2

#### **Raw Material Testing**





XRF

Fire Assay

#### **Design Observation**



Concept Observation



**Element Quality** Inspection

#### **Production Process Examination**



#### **Cleanliness Aspects**

- Gold Purity
- Cubic Zirconia Quality
- Gemstone Quality
- Pearl Quality
- Stone Quality



#### **Aesthetic Aspects**

- Shape Uniformity
- · No Design Mismatch
- No Defect or Damage
- · No Polish Discoloration
- No Excess Solder
- · No Improper Enamel
- No Gemstone Colour Mismatch
- No Broken Cubic Zirconia



#### **Functional Aspects**

- No Sharp Edges
- No Strength Issue
- Proper Fit and Fall
- Proper Flexibility
- **Proper Findings**
- Proper Earring Patch
- Smooth Bangle Screw
- Proper Locking of Kada
- **Proper Sizing of Rings**

#### **Final Inspection and Packaging**



Durability check

Hallmarking

Safety

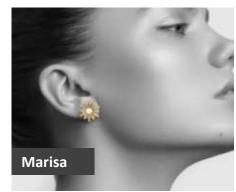
- Purity testing
- Cubic Zirconia Wrapping testing

  - Packing

## **Our Sub-Brands**

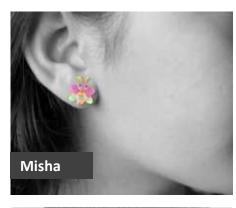
































## **Clients- Strong Relationships Fuelling Growth**



# **Domestic Clients**















































































## **Participation in Prestigious Shows & Industry Associations**













## A Glimpse of our Navi Mumbai Facility





















## **Win-Win Proposition**



#### **How our Client Benefits**

End Customer Knowledge Exclusive Customized Design Catalogue

Consistency and Quality Products

Assured Lifetime Maintenance

Increased responsiveness to End Customer Needs

Outsourced
Manufacturing =
Higher ROCE

**Stickiness of Business** 



### **How Sky Gold Benefits**



Increased Revenue & Growth Visibility



Higher Volumes leading to Operating Leverage



Higher assurity of Receivables with Larger Clients



Monitoring & Quality Control at every stage



Deployment of Latest Technology and Skilled Artisans

Win-win proposition assures Stickiness of Clients



## **Historical Profit & Loss Statement**



Profit & Loss Statement (Rs. Crs.)	31-Mar-25	31-Mar-24	31-Mar-23
Revenue from Operations	3548.0	1,745.5	1,153.8
Cost of Materials Consumed	3393.2	1,821.7	1,114.9
Changes in Inventories of FG & WIP	-96.1	-180.9	-10.9
Gross Profit	250.9	104.7	49.8
GP %	7.1%	6.0%	4.3%
Employee Benefits Expense	29.4	13.5	5.4
Other Expenses	25.2	13.9	8.0
EBITDA	196.4	77.2	36.3
EBITDA %	5.5%	4.4%	3.1%
Other Income	33.0	3.7	1.0
Depreciation and Amortisation Expense	10.7	6.4	1.4
EBIT	218.6	74.6	35.8
Finance Costs	44.4	20.5	10.8
РВТ	174.2	54.1	25.0
Total Tax Expense	41.6	13.6	6.4
Profit for the period	132.7	40.5	18.6
PAT %	3.7%	2.3%	1.6%

## **Historical Balance Sheet**



ASSETS (Rs. Crs.)	31-Mar-25	31-Mar-24	31-Mar-23
ASSETS			
Non - Current Assets			
Property, plant and equipment	36.4	24.7	6.2
Capital work-in-progress	0.6	1.0	0.1
Right of Use Assets	23.7	10.2	0.5
Investment Property	2.4	0.0	2.5
Goodwill	42.3	0.0	0.0
Other Intangible Assets	0.7	0.1	0.1
Financial Assets			
(i) Investments	77.0	90.6	68.3
(ii) Other Financial Assets	31.6	1.1	0.8
Other non-current assets	91.0	1.5	0.3
Total Non - Current Assets	305.7	129.1	78.5
Current Assets			
Inventories	396.9	266.1	85.2
Financial Assets			
(i) Investments	0.0	0.0	0.0
(ii) Trade receivables	452.2	102.1	67.0
(iii) Cash and cash equivalents	10.9	13.4	18.4
(iv) Bank Balance other above	164.2	63.4	0.0
(v) Loans	0.9	0.1	0.2
Other current financial assets	2.5	0.4	0.3
Current Tax Assets (Net)	0.0	0.0	0.0
Other current assets	23.5	11.0	2.5
Total Current Assets	1,051.1	456.5	173.6
TOTAL ASSETS	1,356.8	585.6	252.2

EQUITY AND LIABILITIES (Rs. Crs.)	31-Mar-25	31-Mar-24	31-Mar-23
Equity			
(a) Equity share capital	146.7	13.2	10.7
(b) Other equity	537.1	230.9	87.4
Equity attributable to equity holders	683.8	244.1	98.1
Non-controlling interests			
Total Equity	683.8	244.1	98.1
Liabilities			
Non - Current Liabilities			
Financial liabilities			
(i) Borrowings	16.4	17.6	14.8
(ii) Lease liabilities	20.1	9.1	0.0
(iii) Other Financial Liabilities	0.0	0.0	0.0
Provisions	1.6	1.0	0.8
Deferred Tax Liabilities (Net)	0.7	2.4	3.5
Total Non - Current Liabilities	38.8	30.1	19.1
Current Liabilities			
Financial liabilities			
(i) Borrowings	588.5	281.1	131.1
(ii) Lease liabilities	5.4	2.2	0.5
(iii) Trade payables			
(a) total outstanding dues of MSME	21.2	1.3	1.4
(b) total outstanding dues other than MSME	4.8	3.1	0.1
(iv) Other financial liabilities	1.4	21.1	0.4
Other current liabilities	1.1	0.8	0.1
Provisions	1.0	0.4	0.3
Current tax liabilities (Net)	11.0	1.4	1.0
Total Current Liabilities	634.2	311.4	134.9
TOTAL EQUITY AND LIABILITIES	1,356.8	585.6	252.2

## **Historical Cash Flow Statement**



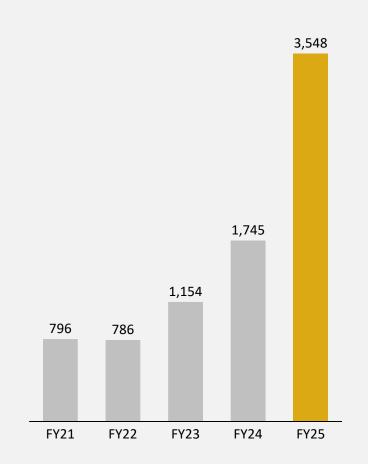
Cash Flow Statement (Rs. Crs.)	Mar-25	Mar-24	Mar-23
Cash Flow from Operating Activities			
Profit before Tax	174.2	54.1	25.0
Adjustment for Non-Operating Items	23.6	23.1	10.9
Operating Profit before Working Capital Changes	197.8	77.2	36.0
Changes in Working Capital	-434.6	-200.7	-35.3
Cash Generated from Operations	-236.9	-123.5	0.7
Less: Direct Taxes paid	-36.3	-13.7	-7.1
Net Cash from Operating Activities	-273.2	-137.2	-6.5
Cash Flow used in Investing Activities	-156.9	-107.0	-19.8
Cash Flow (used in)/ from Financing Activities	427.0	239.2	43.2
Net increase/ (decrease) in Cash & Cash equivalents	-3.1	-5.0	17.0
Cash and cash equivalents at beginning of the year	14.0	18.4	1.4
Cash and cash equivalents at the end of the year	10.9	13.4	18.4

## **Key Financial Highlights**



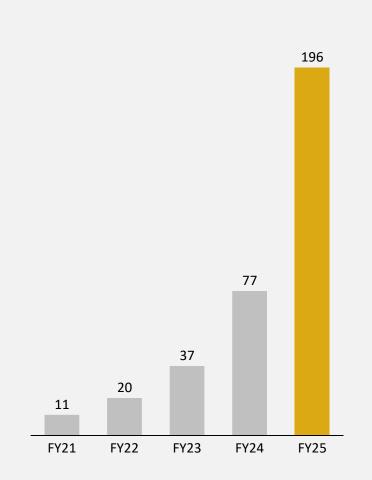
#### **Revenue from Operations**

5 Year CAGR: 45.3%



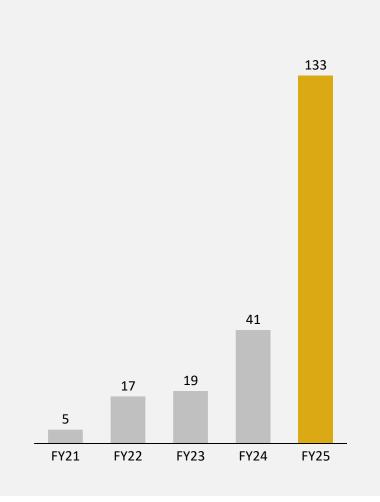
#### **EBITDA**

5 Year CAGR: 107.7%



#### **Net Profit**

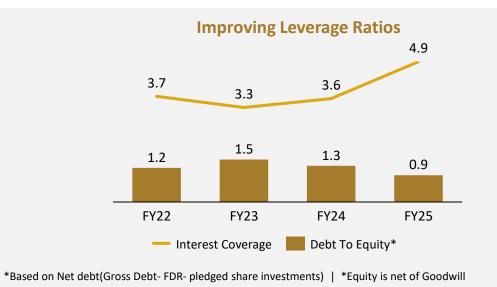
5 Year CAGR: 129.2%



## **Performance Highlights**









# Higher Return Ratios as a result of better managed Operational & Disciplined Capital Allocation

\*Net Worth (net of Goodwill) stands at Rs.642.0 crores for FY25 (Rs.244.1 crores previous year)





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#### **MUFG Intime India Private Limited**

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Meeting Request



## **Thank You**