### Rasandik Engineering Industries India Ltd.



corpadm@rasandik.com www.rasandik.com CIN: L74210HR1984PLC032293

**ONLINE FILING** 

REIL/SE/17-18

December 11, 2017

THE STOCK EXCHANGE MUMBAI 1<sup>st</sup> FLOOR, NEW TRADING RING ROTUNDA BUILDING P.J. TOWERS, DALAL STREET FORT, MUMBAI – 400 001

Stock Code: 522207

**Sub: Investors Presentation** 

Dear Sir,

Please find attached herewith the copy of Investors Presentation.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Rasandik Engineering Industries India Limited

Pradeep Chandra Nayak

**Company Secretary** 





**Investor Presentation December 2017** 



### ABOUT RASANDIK ENGINEERING

**CORE COMPETENCIES** 

STRATEGIC ROAD MAP

FINANCIALS



To build capabilities for design and manufacture of components and aggregates for aerospace industry



- To leverage high-end pioneering technology for meeting the auto component requirements of the OEMs
- >> To focus on high growth railway segment
- > To build capabilities for electrical three wheelers based on lithium batteries



# **RASANDIK ENGINEERING - AT A GLANCE**



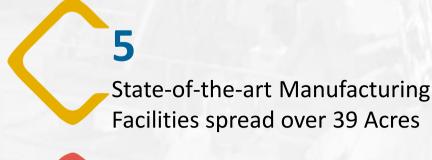


















## AN INTEGRATED COMPONENTS MANUFACTURER

### **Leading Manufacturer of:**

- Press Tools & Dies including for High tensile application for HCV, LCV, PV, Tractors & 2-Wheeler industry
- > Tailor Welded Blanks (TWB)
- Body in White (BIW), Stamped Part including Skin Panel and High Tensile Parts and Fuel Tanks
- ▶ Heavy Fabrication for Railways
- Home Products for exports
- E Vehicles



Rasandik has pioneered in equipping the state-of-the-art TWB robotic machinery

# **FIVE BUSINESS DIVISIONS**

1



Press Tools and Dies, Engineering Solution and Components Manufacturing 2



Laser Tailor Welded Blanks 3



Railway & Heavy Fabrication Division 4



Home Product Division



Electric Vehicles



## **EVOLVING EXPERTISE ACROSS THREE DECADES**

Set up first robot

for MIG welding

member engine

mounting at its

Sohna plant

1998

Set up manufacturing facility at Sohna (Gurgaon) and commenced business of fuel tanks manufacturing for "Omni" model of Maruti Udyog Limited and LCVs

1986

1994

Expanded the Sohna plant with 400T and 200T mechanical presses with moving bolsters, hydraulic presses and fuel tank assembly line Forward
integrated by
setting up of the
state-of-the-art
water-based
paint shop at
Sohna plant

1995 1996

Obtained ISO 9002 certification

- Entered into technical collaboration with Yachiyo Company of Japan, for manufacturing fuel tanks for Honda City, India
- Added 630 T & 200T of mechanical presses to the then existing press lines, as a part of phased expansion drive at Sohna

- Set up state-of-the-art design development center at Roz-Ka-Meo Sohna to carry out product design, surface modeling and die designing
- Invested in advanced technology and equipment such as CATIA, Unigraphics and hyper form software, CAD CAM software and other customized designing software
- Installed CAM as a part of tool room expansion plansIntroduced co-ordinate layout measuring machine
- >> Started manufacturing of the large press tooling in-house

1999

2000

2001

Set up modern state-of-the-art manufacturing facilities at Surajpur Greater Noida, comprising of state-of-the-art press shop with lead press

- Introduced robot for spot welding operations for the first time in India
- Introduced integral transformation guns for spot welding to maintain product quality, consistency, productivity enhancement and energy efficiency

Obtained green chain management certification and started offering the turnkey solutions for CAD/CAM/CME including reverse engineering



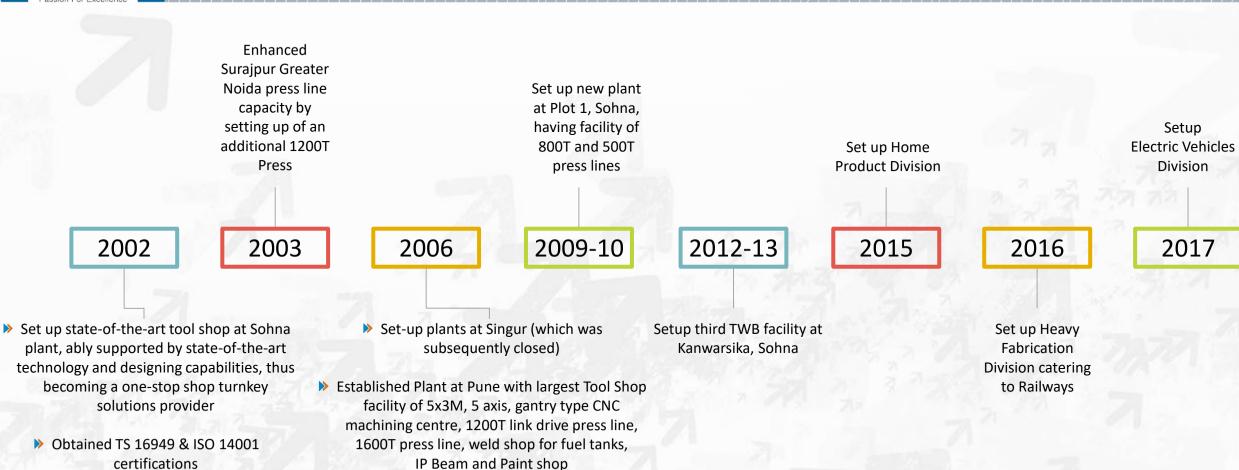
Commenced manufacturing of Skin Panels

Press Tools for Sonalika-Rhino SUV

## **EVOLVING EXPERTISE ACROSS THREE DECADES**

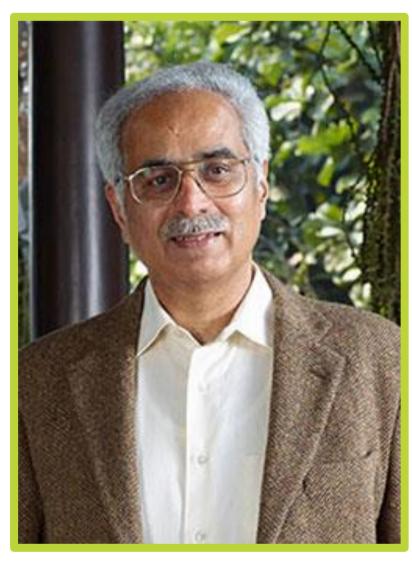
>> Set up India's first state-of-the-art Tailor

Welded Blank (TWB) Machine at Sohna- giving the Company, a competitive edge in Light Weighting technology





# **DRIVEN BY VISIONARY PROMOTER**



### Mr. Rajiv Kapoor

- > Founder Promoter and Managing Director of the company and an IIT Delhi Graduate, a technocrat turned first generation industrialist
- His visionary skills and foresightedness made him realize the potential for the Auto component manufacturing industry as the Government policy was for the indigenization of the Auto components
- He possesses great project management skills coupled with deep understanding of the auto component manufacturing system
- It is his drive and passion for Auto component business Rasandik was borne in 1986; since then he is the main driving force behind the Company's progress till date
- He manages business operations largely concentrating on the product developments, new business opportunities, technology up-gradation, product quality and growth strategies

He pioneered the introduction of new technologies of Moving Bolster in 1992, Spot Welding Robot in 1999 and Tailor Welded Banks in 2006 in the Auto Component Sector in India. His continuous pursuit for timely supply of best quality products at competitive prices has made Rasandik a very dependable and preferred Auto component supplier in the industry



## **BOARD OF DIRECTORS**



Mrs. Deepika Kapoor

- An educationist having a considerable experience in Human Relations and Company Management
- She serves as a Director on the Board



**Dr. Shyam Sunder Sethi** 

- Non-Executive Independent Director on the Board and an Engineer by profession
- He is a B. Tech (Hons) graduate with M. Tech degree from IIT, Kharagpur. He has Ph. D. degree from Delhi University.
- He possesses around thirty years of industrial experience in India and overseas, with Companies like Kelvinator India and Whirlpool as Executive Vice President for South East Asia
- Currently he is an Honorary Faculty member at IIT Delhi and is involved in Project Guidance, Faculty Selection and mentoring Ph. D. Scholars.



### **BOARD OF DIRECTORS**



Mr. M. S. Ramaprasad

- Non-Executive Independent Director on the Board, is a B. Sc., LLB and an Industrialist by profession
- ▶ He has an experience of over 35 years
- He is the proprietor of Saraswathi Rice & Oil Mills, Nanjangud, Karnataka
- He is founder member of the Nanjangud Industries Association and president for 4 years
- Posses rich experience in Industrial Management and thorough knowledge of Factory Act, Labour Laws and Industry related safety regulations



Mr. A.R. Halasyam

- Non-Executive Independent Director is a Management Graduate with an experience of over thirty-five years in industry with twenty years of experience at senior management level
- > He has worked with public sector Companies at management levels since 1982
- He was Finance Director and Member of the Executive Board of Maruti Udyog Limited for ten years beginning from 1991
- He has an expertise in treasury management, project management, project financing and business development
- His highly effective management skills has resulted in creating beneficial and productive employee/management relationship which has been of great help for Rasandik
- His project management skills, contract negotiation skills and his presence at the Board is of great value to Rasandik



ABOUT RASANDIK ENGINEERING

### **CORE COMPETENCIES**

STRATEGIC ROAD MAP

FINANCIALS



## LARGE MANUFACTURING CAPACITIES













### WORLD CLASS MANUFACTURING FACILITIES

#### Location

Roz Ka Meo, Industrial Area, Sohna, Distt. Gurgaon, Haryana

#### **Division & Products**

- Sheet Metal: Fuel Tank and Sheet Metal Parts and BIW
- Tool Room: Tools & Dies
- > Tailor Welded Blanks
- Railways: Retention Tank, Front Part and End Wall Assembly

#### **Plant Area**

- > I: 14,580 Sq. Mt. (3.60 Acres)
- > II: 13,080 Sq. Mt. (3.23 Acres)
- > III: 55,000 Sq. Mt. (13.59 Acres)

### **Capacity**

### **Press Shop**

- > Installed: 20,000 MT
- Utilization: 55%

#### **Tailor Welded Blanks**

- Installed: 24,000 MT
- Utilization: 60%





**Press Shop** 



**Weld Shop** 



**TWB** 



**Paint Shop** 



## WORLD CLASS MANUFACTURING FACILITIES

#### Location

Surajpur Industrial Area, Greater Noida

#### **Division & Products**

- Sheet Metal: Fuel Tank and Sheet Metal Parts
- Three Wheelers: Auto Rickshaw, E-Rickshaw
- Tool Room: Tools & Dies
- Home Products: Iron Board, Shoe Rack, Hat Rack and Clothes Hanger etc

### **Capacity**

### **Press Shop**

- > Installed: 16,000 MT
- Utilization: 60%

#### **Home Product Division**

Installed: 5,00,000 Units

#### **Electric Vehicle**

Installed: 3,600 Vehicles









**Weld Shop** 



**Paint Shop** 

#### **Plant Area**

> 25,624 Sq. Mt. (6.33 Acres)



## WORLD CLASS MANUFACTURING FACILITIES

#### Location

E-82 & 83, MIDC, Ranjangaon, Pune

#### **Division & Products**

- Sheet Metal: Fuel Tank and Sheet Metal Parts, BIW Parts and IP Beams
- Tool Room: Tools & Dies
- Tailor Welded Blanks

#### **Plant Area**

> 49,540 Sq. Mt. (12.24 Acres)

### **Capacity**

### **Press Shop**

- > Installed: 36,000 MT
- > Utilization: 45%

#### **Tailor Welded Blanks**

- Installed: 12,000 MT
- Utilization: 20%









**Weld Shop** 



**TWB** 



**Paint Shop** 



## **Press Tool Engineering Solution and Components Manufacturing**

Product Name	Passenger Cars	Tractors	2/3 Wheeler	Commercial Vehicles	White Goods
Press Tools & Dies	<b>✓</b>	<b>✓</b>	<b>✓</b>	<b>✓</b>	<b>✓</b>
Welding Jigs & Fixture	<b>✓</b>	<b>✓</b>	<b>✓</b>	<b>✓</b>	
Skin Panels	<b>✓</b>	<b>✓</b>	<b>✓</b>	<b>✓</b>	
Fuel Tanks	<b>✓</b>	<b>~</b>	<b>✓</b>	<b>~</b>	
Oil Pans	<b>✓</b>	<b>~</b>	<b>✓</b>	<b>~</b>	
BIW Parts	<b>✓</b>			<b>~</b>	
Bonnet Outer	<b>✓</b>	<b>~</b>		<b>~</b>	
Front Fender	<b>✓</b>	<b>~</b>		<b>~</b>	
Sheet- Metal Sub-Assemblies	<b>✓</b>	<b>~</b>	<b>✓</b>	<b>~</b>	<b>~</b>



## **Press Tool Engineering Solution and Components Manufacturing**

Product Name	Passenger Cars	Tractors	2/3 Wheeler	Commercial Vehicles	White Goods
Cross Members	<b>✓</b>			<b>✓</b>	
Scissor Jacks	<b>✓</b>			<b>✓</b>	
Two/Three Wheeler Suspension Parts			<b>✓</b>		
Scooter / Fuel Tanks			<b>✓</b>		
Motorcycles Frame Parts			<b>✓</b>		
Air conditioner Base Pans/Cabinets					<b>✓</b>
Washing Machine Body					<b>~</b>



### **Press Tool Engineering Solution and Components Manufacturing**

### **PRESS TOOL & DIES**



**CAM Punching Tool** 



**Front Hood** 



**Side Panel** 



**Punch Oil Pan** 



**Press Tool** 



**Lower Die - Rear Floor Trimming** 



Lower Die -Rear Floor



Upper Die -Rear Floor



**Upper Die - Rear Floor Trimming** 

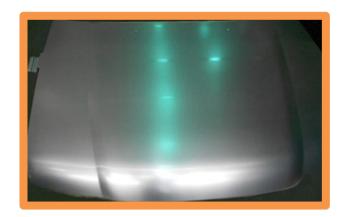


**Punch Front Hood** 



# **Press Tool Engineering Solution and Components Manufacturing**

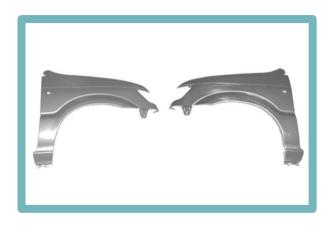
### **SKIN PANELS**



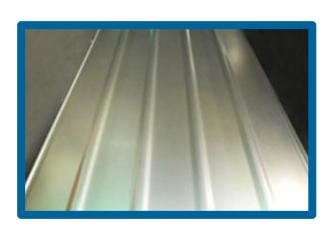
**Bonnet** 



**Quarter Inner** 



**Fender** 



Roof



**Set Of Doors of SUV** 



### **Press Tool Engineering Solution and Components Manufacturing**

### **FUEL TANKS**



**GM** Enjoy



**GM Spark** 



**GM Tavera** 



**Honda City** 



Swaraj Mazda 180ltr



**Mahindra Renault** 



Maruti 800cc



**Maruti Alto** 



**Maruti Omni MPFI** 



Tata Indica



**Tata Nano** 



Tractor



Fuel Tank Scooter & 2 wheeler



### **Press Tool Engineering Solution and Components Manufacturing**

### **CHASSIS PARTS**



Member Engine Mounting



Member Component Real Floor



Panel Component Side Rail Lower



**Frame Assembly** 



Member Component Front Side



Bumper



**Cross Member** 



## **Press Tool Engineering Solution and Components Manufacturing**

### **BIW PARTS**



Cantrail Inner



**Frame Tunnel** 



**Front Pillar** 



Member Engine Mounting



Panel Comp.
Cowl Top



Panel Component Side Sill 1



**B-Pillar** 



Panel - Firewall - SUV



Radiator Cross Member



Reinforcement Comp. Center Pillar



Member Roof Banner



Roof Rail Center



Roof Rail Front



**Side Sill** 



### **Press Tool Engineering Solution and Components Manufacturing**



Parts in Production – Bonnet and Grills



Parts in Production – Dashboard



Parts in Production – Hood Assembly



Foot Board LH/RH



ROPS

### **TRACTOR PARTS**



**Fuel Tank** 



**Rear Hood** 



**Centre Panel LH & RH** 



### **Press Tool Engineering Solution and Components Manufacturing**

**JACK** 



Jack



### **Light Weighting Technology - Laser Tailor Welded Blanks (TWB)**

- >> Tailor Blanks are welded steel sheets of various thickness, grades or coatings that reduces the number of individually manufactured components
- They are predominantly used as reinforcing components in the Automotive industry, as Side Members, Pillars, Door reinforcements-Door Inners and Floor pans, among others
- Rasandik is the Pioneer and Leader in Laser Tailor Welded Blanks



#### **Benefits:**

- Reduced tooling costs and lead time in product development
- Higher productivity in press shop and body shop
- > Improves resistance to corrosion behaviour
- Reduces spot welding/ sealing
- ▶ Better utilization of steel (approx. 25~35%) and its different strengths
- Scrap reduction
- Lighter vehicle

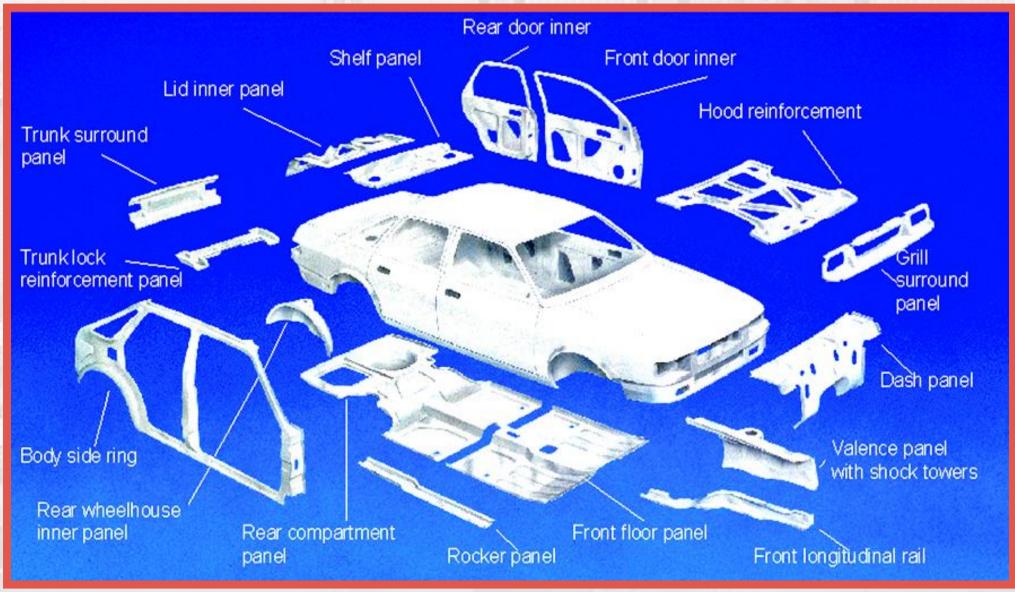


#### **Prospects:**

- High growth high margin business
- No capex required in the near term

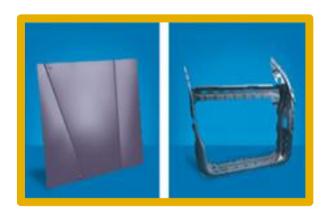


### PARTS IN WHICH TAILOR WELDED BLANKS CAN BE USED





### **Laser Tailor Welded Blanks – Product Portfolio**



**3 Piece Door** 



**Longitudinal Member** 



**Front Tunnel** 



**Shot Gun** 



**Front Door Inner** 



Pillar A to B





**Xylo/Quanto Door Inner** 

Pillar C



### **Railway and Heavy Fabrication Division**



**End Wall Assembly** 



**Front Part** 



**Water Tank Ceiling** 



**Luggage Racks** 



**Bio Retention Tank** 



### **Home Product Division**

- > The Company offers Home Products such as Iron Board, Shoe Rack, Hat Rack and Clothes Hanger, among others
- >> The products are exported to Sweden, US and UK; they are also sold on e-commerce platforms such as Amazon, Snapdeal, Flipkart, Pepperfry etc. in India
- > All the products are manufactured from single facility in Surajpur, Greater Noida which gives advantage of one-stop shop



## **Home Product Division (Ironing Board Range)**













## **Home Product Division (Stool)**



**Bar Stool** 



Stool



**Industrial Stool** 



### **Home Product Division (Accessories Products)**



**Bathroom Trolley** 



**Clothes Dryer** 



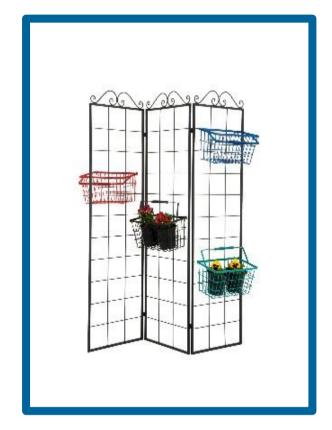
**Basket** 



**Wall Mounted Cloth Drying Stand** 



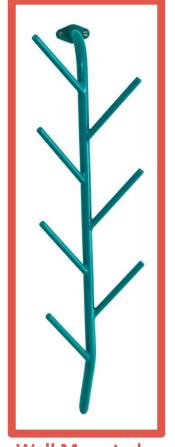
**Laundry Bag** 



**Metal Folding Wall** 



### **Home Product Division (Accessories Products)**



Wall Mounted Hanger



**Trolley** 



2 Tier Shoe Rack



**3 Tier Rack** 



**Wall Mounted Rack** 



### **Electric Vehicles**

Introduced the concept of e-auto and e-rickshaw segment as a part of futuristic approach to produce zeroemission vehicles















#### **Prospects:**





- Government is coming up with a regulatory body which will help the organized sector to grow
- Further, Government's impetus towards promoting pollution-free E-Vehicles augurs well for the division



### TOOLING DIVISION EQUIPPED WITH THE LATEST TECHNOLOGY...

#### **Applications:**

- Turnkey solutions for CAD/CAM/CAE
- Reverse Engineering Solutions
- Solid Modeling and Detailing
- Sheet Metal Die Design
- Product Design
- Conversion from paper based 2D to 3D and surface modes
- Assembly Creation
- CNC Code Generation

#### **Software:**

- CATIA
- Unigraphics
- Solid Edge
- AutoCAD 2002
- Hyper form and LS Dyna facilities

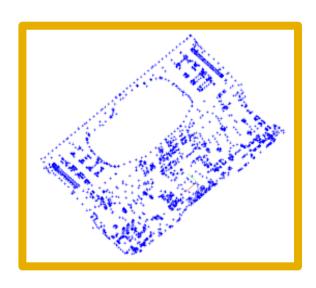
#### **Hardware:**

▶ IBM RS6000 – AIX, SGI O2 – IRIX, INTEL BASED - WINDOWS XP

### Reverse engineering of floor panel

White light scanning of panel

Generation of 3D surface model



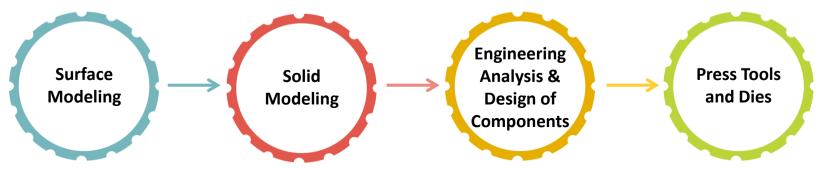
**Point Cloud Data** 



**Surface Model** 



## ...INTEGRATED WITH THE PRODUCT DEVELOPMENT PROCESS





#### **Benefits:**

- Productivity improvement
- Reduction in process cost
- Consistency in product quality
- Operational efficiency
- Faster turnaround

Large pool of talented engineers having requisite expertise in Product designing and development, with deep analytics and surface modelling











## **CERTIFICATIONS**











## **MARQUE CUSTOMER PROFILE ACROSS INDUSTRY**





Maruti Suzuki Ltd.



Fiat India Ltd.



Tata Motors Ltd.



**General Motors India Pvt. Ltd.** 



**Mahindra and Mahindra** 



Hindustan Motors Ltd.



Honda Siel Cars India Ltd.



Mahindra Vehicle Manufacturers Ltd.





**New Holland Tractors Ltd.** 



**Mahindra Swaraj** 



## **MARQUE CUSTOMER PROFILE ACROSS INDUSTRY**



**Recently Added** 



Honda Motorcycle & Scooter India (Pvt) Ltd.



TVS Motor Company Ltd.



**Eicher Royal Enfield** 



Yamaha



**Recently Added** 



SML Isuzu Ltd.



**Eicher Polaris Private Ltd.** 



**Asia Motor Works** 

**Recently Added** 



**Ashok Leyland** 

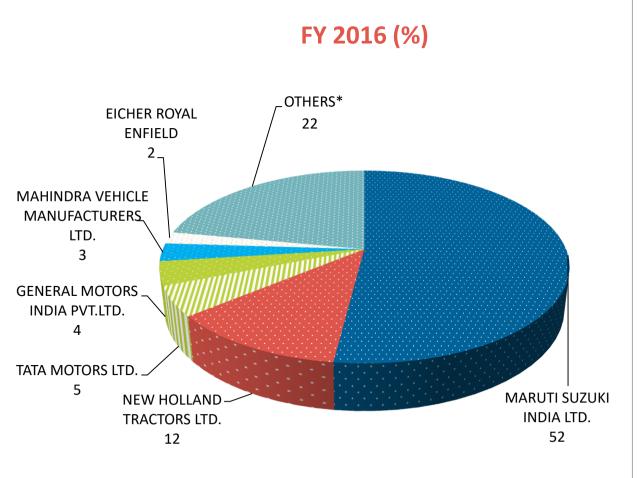


#### **Emerging Businesses:**

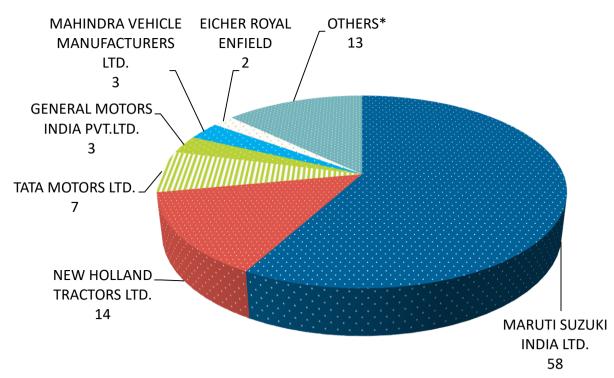
- Railways
- Home Product Division
- > E-Vehicles



## **SALES BREAK UP: CUSTOMER WISE**



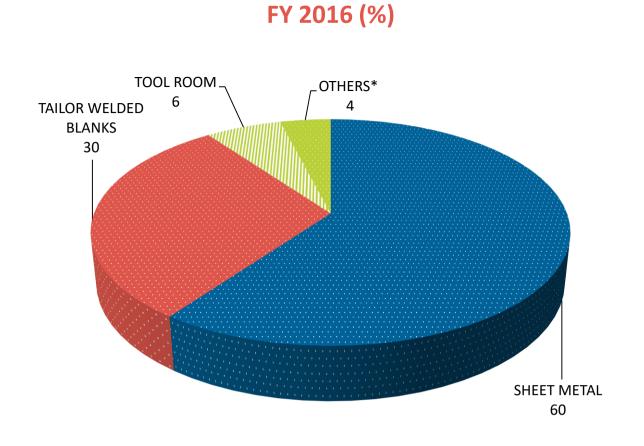
#### FY 2017 (%)



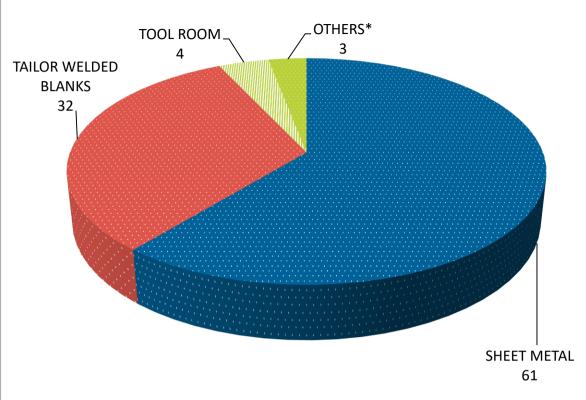
<sup>\*</sup> Others includes Tafe Motors and Tractors Ltd., Mahindra & Mahindra Ltd., Sml Isuzu limited and Eicher Polaris Private Ltd., among others



## **SALES BREAK UP: PRODUCT WISE**



### FY 2017 (%)



<sup>\*</sup> Others includes Electric Vehicles, Railways and Home Product Division



ABOUT RASANDIK ENGINEERING

CORE COMPETENCIES

**STRATEGIC ROAD MAP** 

FINANCIALS

## STRATEGIC ROAD MAP

- > Introduce new products and gaining market share in the existing customers
- > Introduce innovative light weighting technology and adding new customers
- > Capitalize on further growth opportunities in Railways, Home Product Division and Electric Vehicle Segments
- >> Utilize spare capacities (Average 50% used; no near term capex)
- > Explore opportunities to utilize the available land bank at Pune (Available: 12 Acres, used: 4 Acres)
- >> Focus on improving profit margins, sales growth and reducing debts



### STRATEGIC ROAD MAP

### **Drive Value from the Railways Division**

On-time deliveries has enhanced confidence. Rasandik is already an approved vendor for:

- > Rail Coach Factory, Kapurthala
- Integral Coach Factory, Chennai
- Modern Coach Factory, Raibareili
- Eastern Railways, Kolkata
- East Central Railway, Hajipur
- West Central Railway, Bhopal

#### **Future Plans:**









### STRATEGIC ROAD MAP

#### **Drive Value from the Home Products Division**

- >> Explore new markets U.K, Sweden and North America
- >> Enhance e-marketing initiatives to reach out to the domestic online audiences



### **Drive Value from the E-Rikshaw and E-Auto Segment**

- >> The concept of e-auto and e-rickshaw segment is the Company's futuristic approach to produce zero-pollution vehicles like:
- -F-vehicle for senior citizen
- -Single passenger solo electric vehicle
- -The approach is based to increase the make in India approach and reduce unemployment
- -The Company seeks better opportunities in this sector with growing demand for e-vehicles

### **Explore opportunities in the Aerospace Segment**

Make further inroads into the requirements of Hindustan Aeronautics



ABOUT RASANDIK ENGINEERING

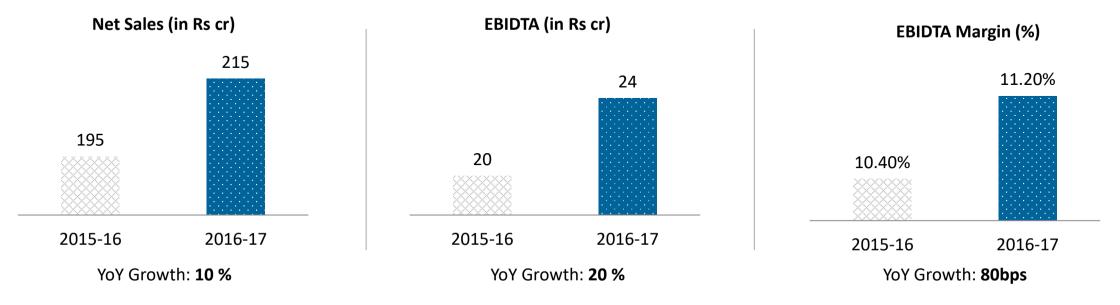
CORE COMPETENCIES

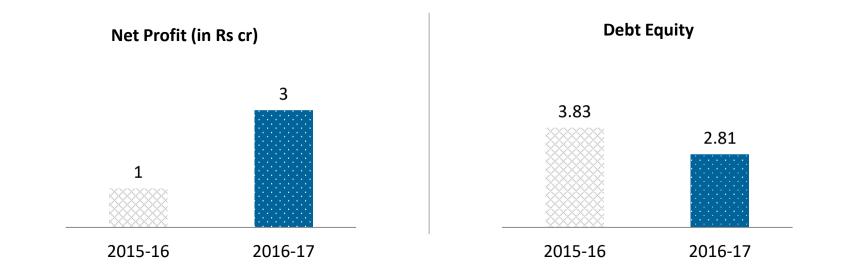
STRATEGIC ROAD MAP

**FINANCIALS** 



## **FINANCIAL PERFORMANCE**







# **SUMMARIZED BALANCE SHEET**

Particulars (in Rs cr)	FY 2017	FY 2016
Shareholders fund	40	37
Share Capital	5	5
Reserves and Surplus	35	32
Non Current Liabilities	71	90
Term Loans	50	70
Unsecured Loan	4	4
Other Long Term Liabilities and Provision	17	16
<b>Current Liabilities</b>	122	118
Short Term Borrowings	52	55
Trade Payables	28	22
Other Current Liabilities	42	41
Total Liabilities	233	245

Particulars (in Rs cr)	FY 2017	FY 2016
Non-current Assets	155	169
Gross Block	302	305
Less: Accumulated depreciation	(155)	(143)
Net Block	147	162
Long term Investment & Advances	8	7
Current Assets	79	75
Cash and Bank Balances	0	0
Trade Receivables	19	16
Inventory	50	45
Other Current Assets	10	14
Total Liabilities	233	245



# **SUMMARIZED PROFIT & LOSS**

Particulars (in Rs cr)	FY 2016	FY 2017
Sales	195	215
Raw Material	126	144
Other Expenses	49	47
EBIDTA	20	24
EBITDA Margin (%)	10.4	11.2
Other Income	9	12
Interest	18	19
Depreciation	13	13
Tax	(3)	1
PAT	1	3
Equity	5	5
EPS (Rs)	2	6
CPS (Rs)	30	33



# **SUMMARIZED CASH FLOW**

Particulars (in Rs cr)	FY 2016	FY 2017
Net Profit after Current Tax	(2)	3
Depreciation	13	13
Change in Current Assets	(5)	(4)
Change in Current Liabilities	(5)	(4)
Cash from Operations(A)	11	16
Shareholder Funds	-	-
Non-current Liabilities	(23)	(19)
Cash from Financing(B)	(23)	(19)
Capex	6	2
Non current Assets	(0)	1
Cashflow from Investing(C)	6	3
Total (A+B+C)	(6)	0
Opening Balance	7	1
Closing Balance	1	1



## **FINANCIAL RESULTS H1 SEPTEMBER 2017**

Particulars (in Rs cr)	Sep 17 (6months)	Sep 16 (6months)	Growth (%)
Sales (Net)	117	100	17%
Raw Materials	80	64	
Other Expenses	22	26	
EBIDTA	15	10	50%
EBIDTA Margin (%)	12.8%	10%	
Other Income (Normal)	1	1	
Other Income (Exceptional)	0	10	
Interest	8	11	
Depreciation	6	7	
Tax	1	1	
PAT (Reported)	1	2	
PAT / Loss (Excluding Exceptional Other Income)	1	(8)	Turnaround from Loss to Profit
Cash Profit / Loss (Excluding Exceptional Other Income)	7	(1)	Turnaround from Loss to Profit



## **PROSPECTS FOR H2 MARCH 2018**

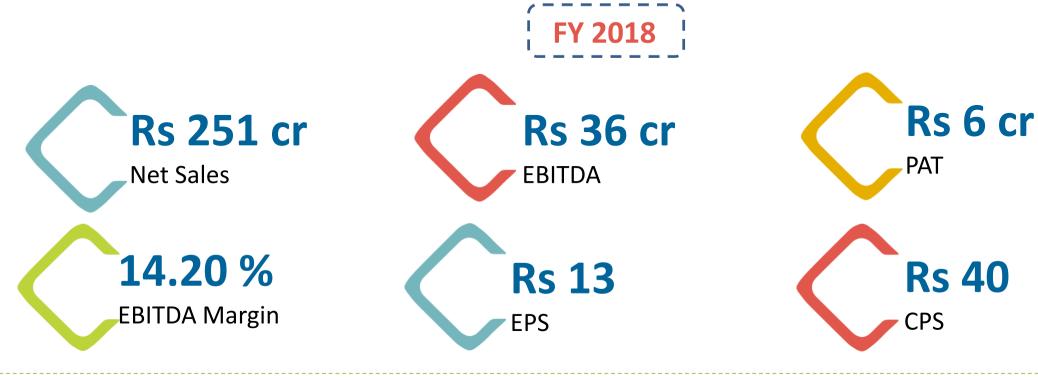
### **Prospects for Second Half Ending March 2018**

Sales, EBIDTA Margin and PAT will be substantially higher in the Second Half than the First Half due to the following reasons:

- >> Higher business from existing customers
- Business from new customer, Ashok Leyland
- > Tooling sales for upcoming car of Maruti
- ▶ Higher business from Railways

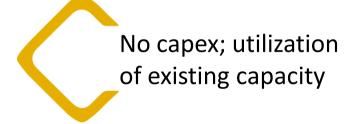


## **FINANCIAL TARGETS**











## STRATEGIC GLOBAL COLLABORATION

**Exploring opportunities for a strategic technical and financial collaboration with a global auto ancillary** 





## **CONTACT DETAILS**

### **Contact Person**

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