



# JHANDEWALAS FOODS LIMITED





JHANDEWALAS

# FINANCIAL SNAPSHOT

# Capital Market Data



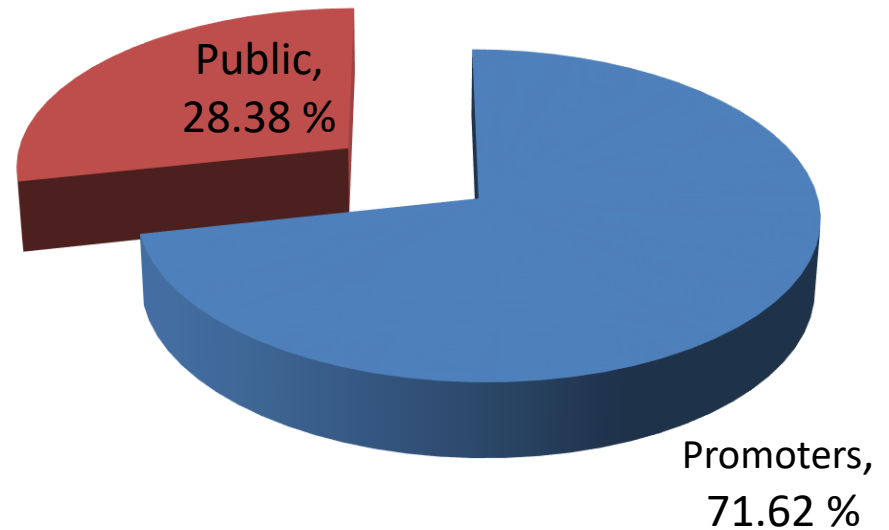
JHANDEWALAS

## Capital Market Details

### Capital Market Details

BSE Scrip Code	540850
Security ID	JFL
ISIN	INE 841Y01019
Industry	Packaged Foods
Net Worth	325,442,931/-
Low	37.80
High	94.40

## Share Holding Pattern

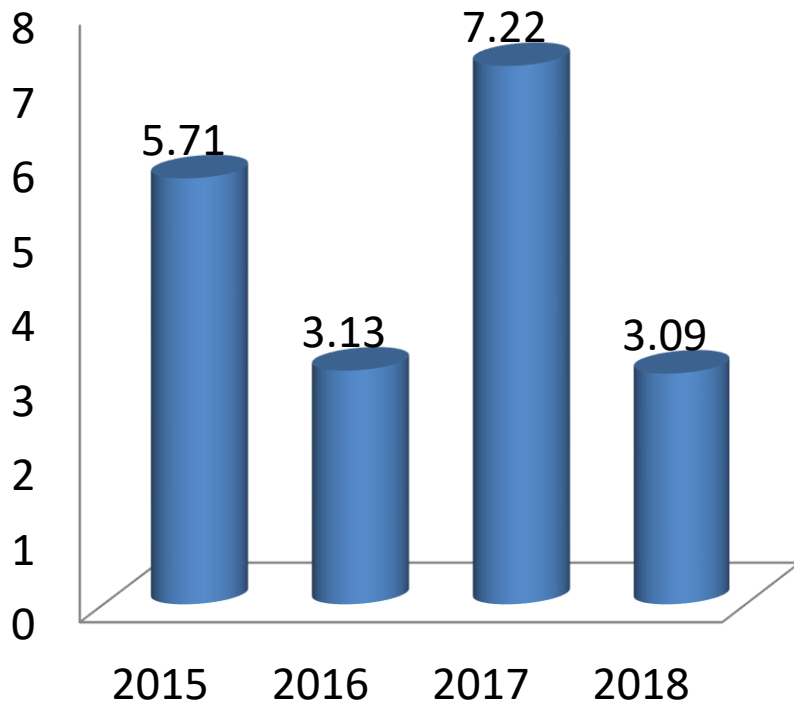


# Prudent Financial Management Leading to Superior Shareholder Value

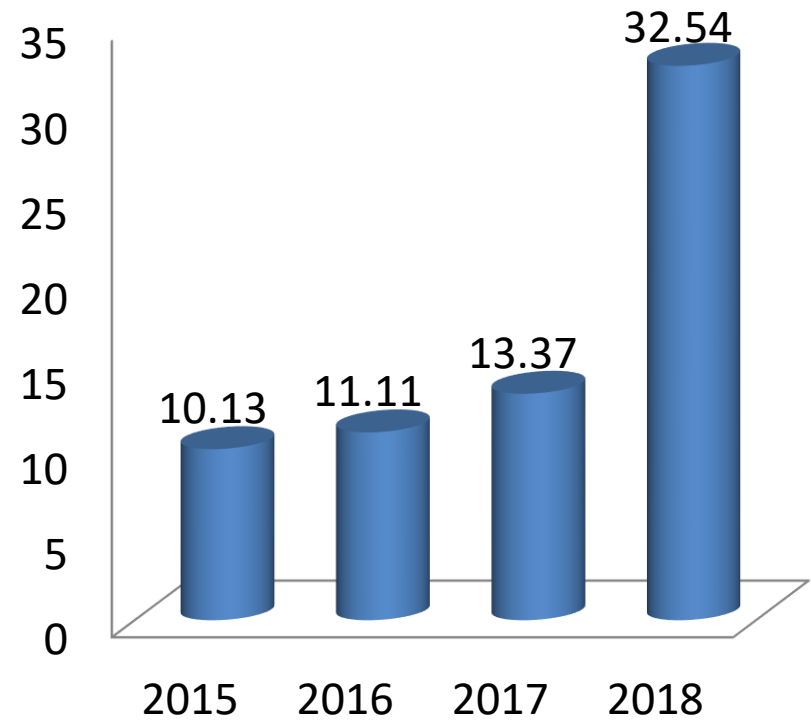


JHANDEWALAS

## EPS (Rs/Share)



## Net Worth (INR Crore)



1

STRONG RISK MANAGEMENT AND INTERNAL AUDIT

Strong & Independent board with industry expert

Strong internal audit by Khandelwal Nitin & Associates (Chartered accountant) Jaipur

3

VIGILANT ACCOUNTS MANAGEMENT & STATUTORY AUDIT

Well experienced accounts manager and team

Statutory auditors JK Sarawgi & Company (chartered Accountant) Jaipur

2

SMART CORPORATE GOVERNANCE & APPROPRIATE COMPLIANCE

Experienced secretarial department

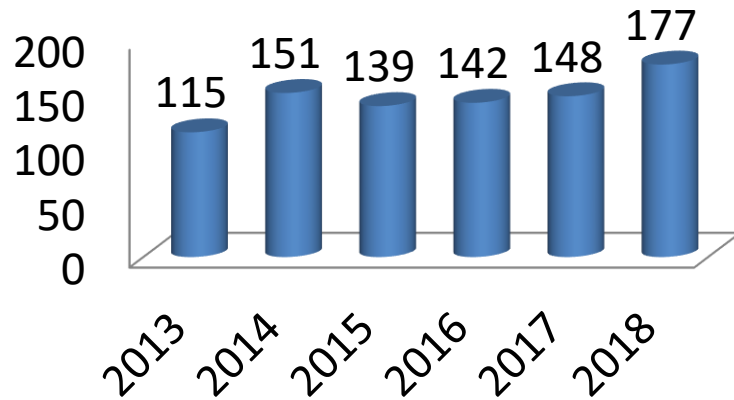
Strong secretarial audit by arms and associates LLP (company secretaries) Jaipur

# Financial Performance

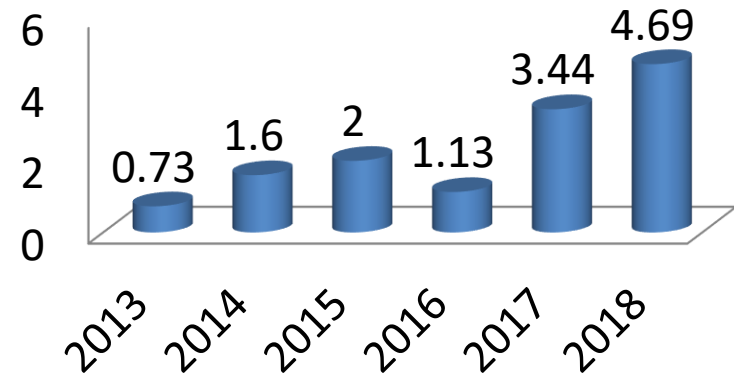


JHANDEWALAS

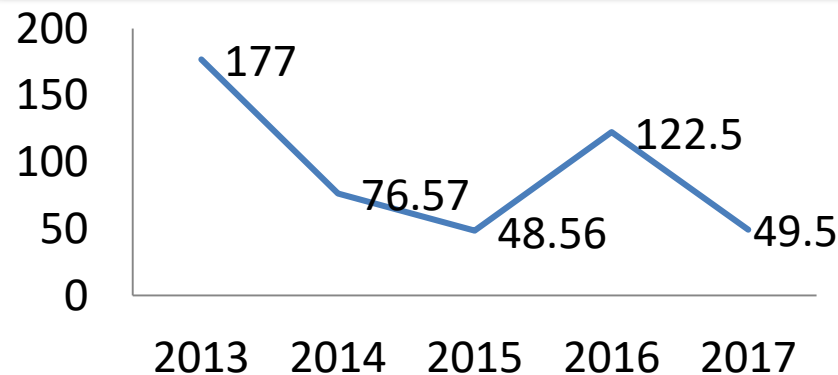
## Total Revenues (Rs Crore)



## EBITDA (Rs Crore)



## Return on Capital Employed (%)



# Board of Director



JHANDEWALAS

Raakesh B. Kulwal  
Managing Director

Raakesh B. Kulwal aged 45 years, is the chairman and Managing Director of the company. He has completed Master of Business Administration in Marketing and Finance from S.P. Jain Institute of Management & research, Mumbai.

Nand Lal Pancharia  
Independent Director

Nand Lal Pancharia, aged 62 years, is an Additional Independent Director of our company. He has completed his bachelor of Science and Master of Arts (Economics) from Rajasthan University. He retired as a Assitant General Manager from State Bank of Bikaner & Jaipur

# Board of Director



JHANDEWALAS

Sanjay Sethi  
Independent Director

Sanjay Sethi aged 45 years, is an independent Director of our Company. He has completed his bachelor of science from University of Rajasthan and Master of Business administration from Swami Vivekanand Institute. He also holds diploma in system Management from NIIT.

Pankaj Mathur  
Chief Financial Officer

Qualified member of Institute of cost accountant of India, 29 years of experience in diversified industries like auto/plastic, steel, edible oil and several organisation like TATA, hero group etc



# About Jhandewalas



JHANDEWALAS

- ✓ 125 years of trust
- ✓ Founded by Late. Shri Harinarayan Koolwal from small shop at Johari Bazaar, Jaipur.
- ✓ Later expanded by Mr. Rakesh B. Koolwal in various part of the state



Mr. Raakesh B Kulwal  
(Managing Director)



Shri. Bhawarlal Koolwal



Late. Shri Gyarsilal Koolwal

Late. Shri Harinarayan  
Koolwal  
(Founder)

# Vision



JHANDEWALAS



To meet the everyday kitchen needs of Indian Housewives

# Initial Public Offering



JHANDEWALAS

**Thank You Investors**



**Issued Closed successfully**

**Total Procurement -**

**4231  
CRORE**

**Over subscribed by >278 Times**

**Jhandewalas Foods Limited**

- Historical subscription.
- More category faith & trust of Investors.

Lead Manager



Listing On

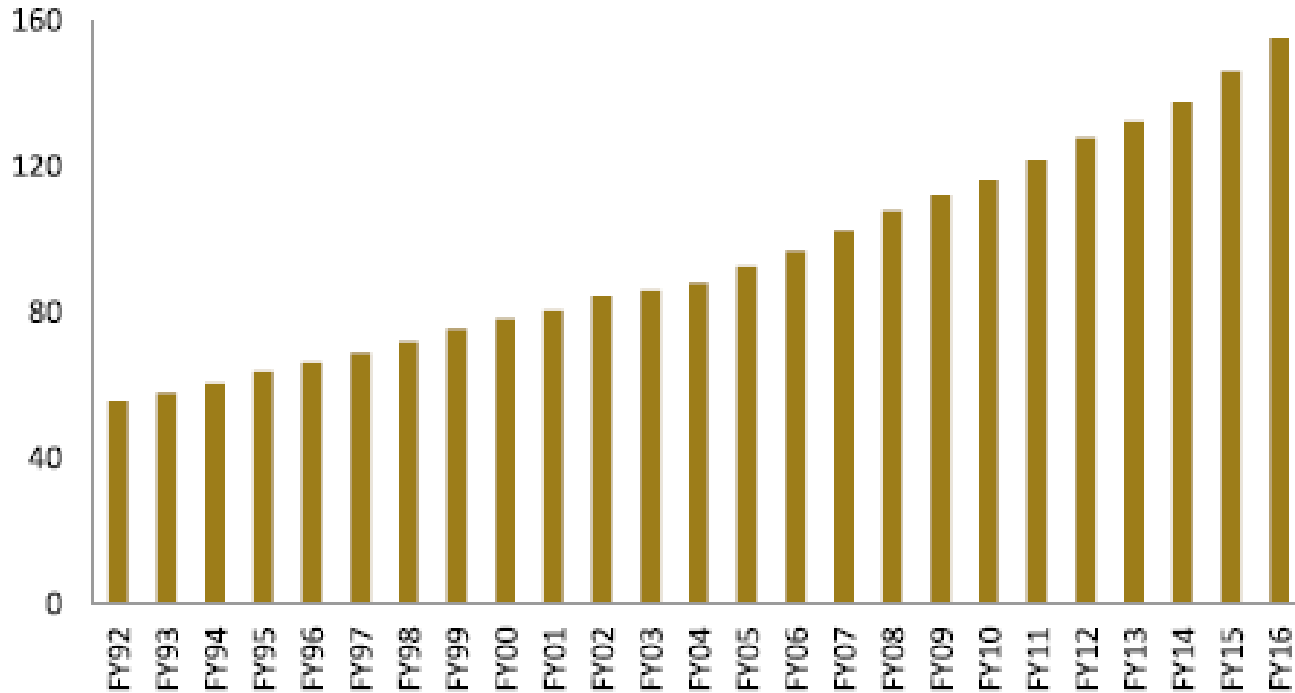


# Industry Overview



JHANDEWALAS

Production (Million Tonnes)



Source: Economic Survey FY17, Trust

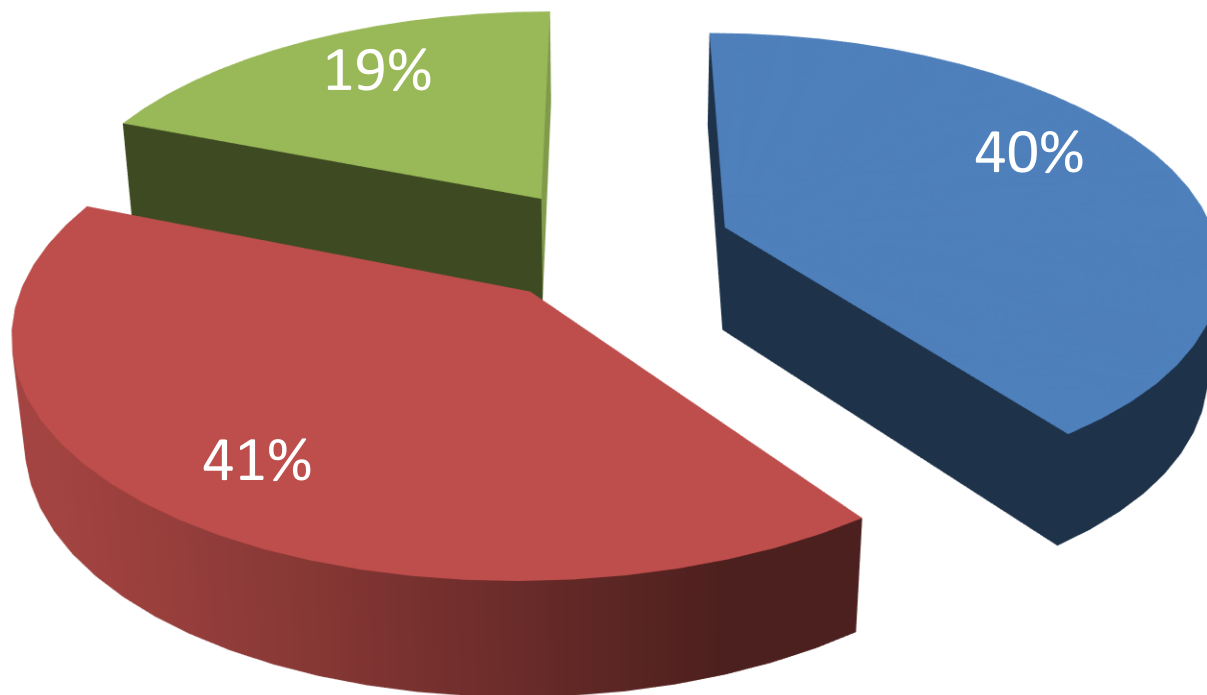
Production is growing year by year:-

1. More faith in Ghee in comparison to oil.
2. Organized market is rapidly growing in upcoming years

# Ghee Market: Pan India

Total Milk Production: 163mmt

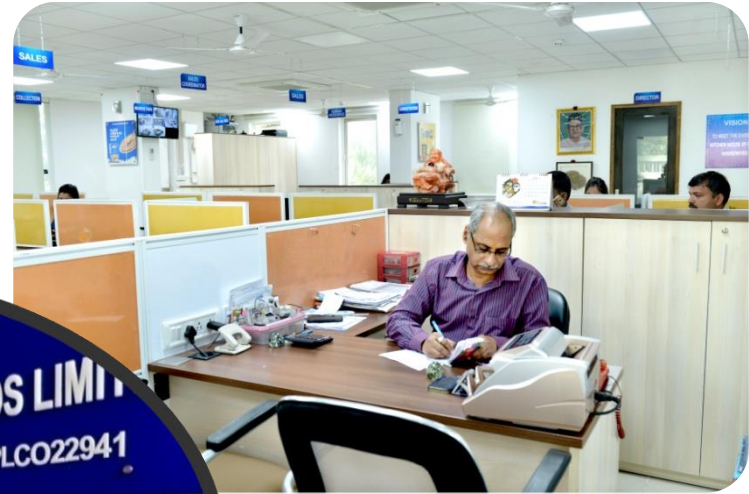
■ Retained by Producer   ■ Unorganised Segment   ■ Organised Dairies



# Corporate Office



JHANDEWALAS





# Manufacturing Unit



JHANDEWALAS



Dairy Unit, V.K.I



Poha Unit, Navsari

## Other Factory Setup

1. **Kesar Plant:** Vishwakarma Industrial Area, Road No.06, Jaipur
2. **Mangodi Plant:** Vishwakarma Industrial Area, Road No.09, Jaipur
3. **Papad Plant:** Khara, Bikaner
4. **Boondi Plant:** Khara, Bikaner
5. **Polki Groundnut Refined Oil:** Beechhwal Industrial Area, Bikaner
6. **Pasta:** Udham Singh Nagar, Kashipur
7. **Nachos:** Mahuakhera Gunj, Kashipur
8. **Dips:** Bhatinda, Punjab

# Jodhpur Branch Office



JHANDEWALAS





# Laboratory



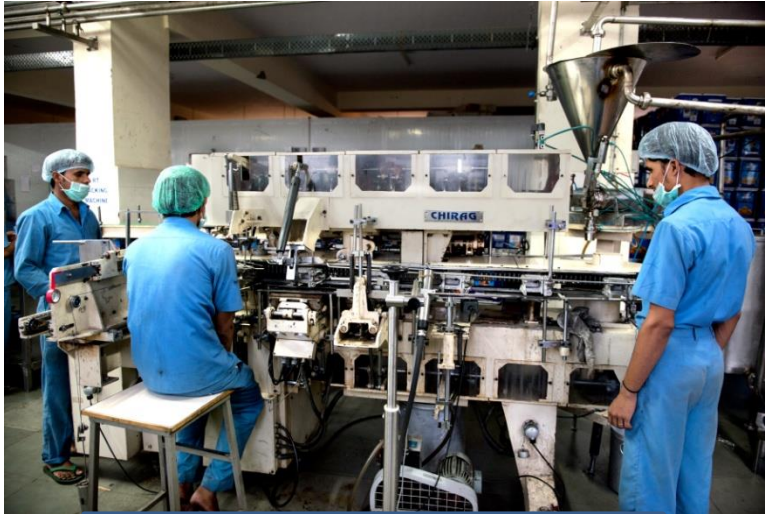
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# Manufacturing Plant



JHANDEWALAS



Cekka Packaging Machine



Laser Machine



Silos



Bulk Tin Packaging Machine



# Manufacturing Plant



JHANDEWALAS



Tin Packaging Machine



Poha Packaging Machine



Poha Packaging Machine



# Cold Storage



JHANDEWALAS



# Production Process



JHANDEWALAS

- Best quality raw material is used in manufacturing process
- Production is being done through fully automated machines
- All state of art processes is being used





# Production Capacity



JHANDEWALAS



30 MT/day



20 MT/day



2 MT/day

# Independent Lab Report

## Ghee



JHANDEWALAS

**FICCI RESEARCH & ANALYSIS CENTRE**  
NABL accredited laboratory  
Certificate No. T-0156T-0162  
PLOT 2A, SECTOR-4, CHANDWARA, NEW DELHI-110017 Tel: 91-11-4252596, 418 Fax: 91-11-2525882  
E-mail: info@fracils.org, Website: www.fracils.org

**TEST REPORT** 66969

**AMENDED REPORT**

Issued to: Mr. Dinesh Jaju  
B-18, First Floor, Anaj Mandi,  
Chandpoli, Jaipur,  
302003, Rajasthan

Reg. No: FRAC/B/140426044  
Your Ref. No.: Not Specified  
Letter Dt: 28.04.2014

Date of amendment: 17.06.2014  
Date of Issue: 02.06.2014  
Date of Sample Recd: 28.04.2014  
Date of Sampling: Not Applicable  
Date of Sample Booking: 28.04.2014

Sample Description: Ghee  
Batch No. 3  
Mid. Dt: Not Specified  
Exp. Dt: Not Specified  
Sample Qty: 200g

Sampling Method: Not Applicable

**TEST RESULTS**

S. No.	Parameters	Results	Specification as per FSSAI	Test Method
1.	Moisture, % by wt.	0.32	Max 0.5	
2.	Free fatty acid (as oleic acid), % by wt.	0.67	Max 3	IS: 548
3.	IBV Value	28.64	Min 24	
4.	Polensee Value	1.68	1 - 2	
5.	Baudouin test	Negative	Negative	IS: 10633
6.	BR Reading at 40°C	42.3	40 - 44	IS: 548
7.	Suspended and foreign matter	Nil	Nil	Physical
8.	Added Colouring matter	Nil	Nil	FRAC/SOP/CHEM/255
9.	Mineral oil test	Negative	Negative	IS: 548

Remark: The sample conforms to FSSAI Specifications with respect to above tested parameters.

D.O.R: 28.04.2014  
D.O.C: 31.05.2014

Authorised Signatory  
P. K. Manchanda

1. Sample(s) not drawn by FICCI Research & Analysis Centre, unless specified.  
2. The result listed refers only to listed sample(s) and applicable parameters. Authentication of product is subject to the receipt of sample(s) and applicable parameters. Authentication of product is subject to the receipt of sample(s) and applicable parameters. Authentication of product is subject to the receipt of sample(s) and applicable parameters.  
3. Total facilities of FICCI Research & Analysis Centre, is limited to listed services.  
4. Sample(s) will be destroyed after one month of the date of issue of test report unless otherwise specified.  
5. Test report will not be reproduced except in full, without written approval from FICCI Research & Analysis Centre.  
6. This test report is valid as in part shall not be used for advertising or legal action.

We have No Branch Subject to Delhi Jurisdiction Estd. 1954

**TEST REPORT**

2398 4577  
2396 2819  
2391 1803

**BANSAL FOOD LABORATORY**  
634, 2nd Floor, Khari Baoli, Delhi-110006  
Tech. Advisor : ROOPALI BANSAL, M.Sc (Bio Tech)  
Lab. Incharge : SASI KUMAR, B.Sc.  
Sr. Chemist : SUMANT BANSAL, B.Sc., CFS  
Prop : M.M. BANSAL (Accts)

Ref. No. 655 Dated: 27.04.2015

Following is the result of analysis of a sample of Ghee supplied by M/s. Jhandewalas, Foods Pvt. Ltd., Jaipur on 22.04.15 pertaining to C.No. 220

B.R. Reading ..... 42.60  
Jaudouin Test (B.T.) / Urea ..... Negative  
Reichert Value/Raneidty ..... 31.04  
Polenske Value/C.O.T / Soda ..... 1.30  
F.F.A. (Oleic Acid %) ..... 0.68  
Moisture ..... 0.15  
Insoluble Impurities (H.B.T.) .....  
Fat/F.M./Oil B.T.T .....  
Colour ..... Added Colouring Matter Absent  
Total Solids/S.N.F. ....  
Protein / Un. Sap. Mater .....  
Total Ash/Argemone Test .....  
Ash Insoluble in HCL .....  
Iodine Value/Sugar .....  
Sap. Value/SO2 .....  
Halphen Test/Starch .....  
Melting Point/Titre Test .....  
M.O.T./Iaeti Point ..... Negative  
Rodent hair & Excreta .....  
Crude Fibre .....  
Detergent .....  
NaOH .....  
Opinion ..... Pass in the above tests

Note - (Sampling Method) Sample not drawn by us and not sealed in our presence

1. The above results pertain only to the sample tested.  
2. This report in full or in part shall not be used for legal action.  
3. This report can not be re-produced except when in full without the written permission from the Director.  
4. Samples are destroyed after testing.  
5. Practical & clerical errors are likely to occur.

Authorised Signatory

Our Other Test: GLC Test, TLC Test, Microbiological Test, Chemical Test

# Independent Lab Report



JHANDEWALAS

**CERTIFICATE OF ANALYSIS**

**JAGDAMBA LABORATORIES**  
 (NABL Accredited & Govt. Approved Test House)

181, Padmavati, Colony (B),  
 New Sangarner Road,  
 Post-Shyam Nagar, Jaipur - 302019  
 Tel.: 0141-2390604  
 Mob: 91-9829124199  
 E-Mail: jagdamba\_lab@yahoo.com  
 Web: www.jagdambalab.com

AS ISO 9001:2008 Certified Lab  
 No. 103/2011

TESTING OF DRUGS | ALCOHOLICS DRINKS | COSMETICS | CHEMICALS | MINERALS | WATER & FOODS | BUILDING MATERIAL | METALS

Sample Description : **POHA** Report No. **R-114/2015**  
 Manufactured by M/s.: **Jhandewalas Foods Pvt.Ltd, F-551 B, Road No.6 VKI Jaipur (Raj)** Recd. Dt. **25/06/2015**  
 Test Report issued To: **Jhandewalas Foods Pvt.Ltd, F-551 B, Road No.06 VKI Jaipur (Raj)** Ref. No. **N.S.**  
 Batch No.: **N.S.** DIM **N.S.** DIE **N.S.** Batch Size **N.S.** Sample Qty. **250 gm**  
 Date of Start of Analysis: **25/06/2015** Date of End of Analysis **02/07/2015** Mfg. Lic NO.

**RESULTS OF ANALYSIS**

Ref. To Protocol : as per Food Safety & Standards (FSS&FA)2011 (2, 12(1) & IS 10770:1984 Beaten Rice

S.No	Name of Parameter	Limits	Method of test
1	Moisture	4.67%w/w	Max 13.0%w/w I.S. 1158-1973 (Annex A)
2	Ash insoluble ash	0.157%w/w	Max 0.30%w/w I.S. 1158-1973 (Annex C)
3	Foreign Food Grain	Absent	Max 0.5%w/w FSSAI Lab Manual
4	Colouring Matter	Absent	By T.I.C.
<b>(B) Microbiological Examination</b>			
1	Salmonella	Absent	Absent IS 5887(Part-3)
2	Yeast & Moulds	Absent	Absent IS, 5403
<b>(C) Metal Contamination</b>			
1	Lead (as Pb)	Not Decided	Max 5.0 mg/kg IS 2860 (14)
2	Copper (as Cu)	Not Decided	Max 30 mg/kg IS 2860 (15)
3	Arsenic (as As)	Not Decided	Max 1.0 mg/kg IS 2860 (13)
4	Zinc (as Zn)	Not Decided	Max 19.0 mg/kg IS 2860 (16)
5	Tin(as Sn)	Not Decided	Max 250 mg/kg IS 2860 (17)

**REPORT:** In the opinion of the undersigned the sample referred to above is of STANDARD QUALITY / IS NOT OF STANDARD QUALITY defined in the act and rules made there under for the reasons given below:  
 The above sample safe/Confirm to w.r.to above parameters.

**NOTE:** This report is not to be reproduced wholly or in part and cannot be used as an evidence in the Court of Law and should not be used in any advertising media without special permission in writing.  
 Total liability of this Laboratory is limited to the invoice amount.  
 The results listed refer only to the above sample and applicable parameters. Endorsement of products is neither intended nor implied.  
 Samples will be destroyed after three months the date of issue of test certificate unless otherwise specified.

Authorised Signatory

Poha

**CERTIFICATE OF ANALYSIS**

**JAGDAMBA LABORATORIES**  
 (NABL Accredited & Govt. Approved Test House)

181, Padmavati, Colony (B),  
 New Sangarner Road,  
 Post-Shyam Nagar, Jaipur - 302019  
 Tel.: 0141-2390604  
 Mob: 91-9829124199  
 E-Mail: jagdamba\_lab@yahoo.com  
 Web: www.jagdambalab.com

AS ISO 9001:2008 Certified Lab  
 No. 103/2011

TESTING OF DRUGS | ALCOHOLICS DRINKS | COSMETICS | CHEMICALS | MINERALS | WATER & FOODS | BUILDING MATERIAL | METALS

Sample Description : **Jhandewalas Naman Brand Saffron** Report No. **R-1092/2014**  
 Manufactured by M/s.: **Packed By: Jhandewalas Food Pvt.Ltd, F551 B,V.K.I. Area Jaipur (Raj)** Recd. Dt. **20/11/2014**  
 Test Report issued To: **Jhandewalas Food Pvt.Ltd, F551 B,V.K.I. Area Jaipur (Raj)** Ref. No. **N.S.**  
 Batch No.: **N.S.** DIM **N.S.** DIE **N.S.** Batch Size **N.S.** Sample Qty. **110gm**  
 Date of Start of Analysis: **20/11/2014** Date of End of Analysis **28/11/2014** Mfg. Lic NO.

**RESULTS OF ANALYSIS**

Physical Characteristics :- Sample in dry from & free from any objectionable substances.

S.No	CHARACTERISTIC	FOUND (Per 100 gm)	% Daily Value*	METHOD OF TEST
1	Calories(Energy)	362.4 k/cal		Bum Calorimeter
2	Calories from fat	53.82 k/cal		AOAC 19 <sup>th</sup> Edn 2012
3	Total Fat	5.88gm	8.97%	AOAC 19 <sup>th</sup> Edn 2012
4	Saturated Fat	1.62gm		AOAC 19 <sup>th</sup> Edn 2012
5	Monounsaturated Fat	0.431 gm		AOAC 19 <sup>th</sup> Edn 2012
6	Polysaturated Fat	2.07 gm		AOAC 19 <sup>th</sup> Edn 2012
7	Trans fat	0 gm	0%	AOAC 19 <sup>th</sup> Edn 2012
8	Cholesterol	0 mg	0%	AOAC 19 <sup>th</sup> Edn 2012
9	Total Carbohydrate	65.81 gm	21.93%	AOAC 19 <sup>th</sup> Edn 2012
10	Sodium	136.6 mg	6.80%	By Flame Photometer
11	Dietary fibre	4.07gm	16.28%	I.S. 1162-1958
12	Protein	11.32 gm	22.64%	AOAC 19 <sup>th</sup> Edn 2012
13	Sugar	0 gm		IS 5838-1970:2005
14	Vitamin - A	510 I.U.	10.2%	JAOAC (1980)
15	Vitamin - C	79.1 mg	121.02%	IS 5838-2005
16	Calcium	123.7mg	12.37%	AOAC 19 <sup>th</sup> 2012
17	Iron	11.08 mg	60.9%	AOAC 19 <sup>th</sup> 2012

\*Based on a 2000 calorie reference diet. Your daily values may be higher or lower. Based on your individual needs.

	2000	2500
Total Fat	Less Than 65 gm	80gm
Sat. Fat	Less Than 20gm	25gm
Cholesterol	Less Than 300mg	300mg
Sodium	Less Than 2400 mg	2400mg
Total Carbohydrate	300 gm	375gm
Dietary fibre	25gm	30gm

**REPORT:** In the opinion of the undersigned the sample referred to above is of STANDARD QUALITY / IS NOT OF STANDARD QUALITY as defined in the act and rules made there under for the reasons given below:

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Authorised Signatory

Kesar

**Rajasthan Test House Pvt. Ltd.**  
 A trusted name in analytical laboratory operation

Form No. RTH/T-001

ISO 9001:2008 Certified

**RESULTS OF ANALYSIS**

Name of Sample	Batch No./Ref No.	Quantity
Masala Mangodi	Loose Sample	200 gm
Issued To: Jhandewalas Foods Pvt. Ltd., F-551B, VKI Road No-6, Jaipur.	Report No. RTH/08032015/01	Date of sample tested: 09/04/2015 - 13/04/2015
Reference: ---	Quantity: 200 gm	Date of Receipt: 08/04/2015
Date of Receipt: 08/04/2015	Quantity: 200 gm	Date of sample tested: 09/04/2015 - 13/04/2015

Nutritional Information per 100 gm serving (Approx.)	Value
Calories	358.0 k.cal
Calories from fat	22.3 k.cal
Total Fat	2.48 gm
Protein	21.4 gm
Total Carbohydrate	62.6 gm
Dietary Fibre	2.6 gm
Sodium	756.4 mg
Added colouring Matter	Negative

Date: 13/04/2015

Authorised Signatory

**NOTE:**  
 1. The results listed refer only to the tested sample and applicable parameters.  
 2. Total liability to our company is limited to the invoice amount.  
 3. Samples will be destroyed after issue of test certificate unless otherwise specified.  
 4. This report is not to be reproduced wholly or in part and cannot be used as an evidence in the Court of Law and should not be used in any advertising media without our special permission in writing.

Works : 30 Shree Ram Vihar, Manyawa, Mansarovar, Jaipur-302020. Phone-0141-3129405, 9784804296  
 E-mail: rtsh@rtsh.com | Website: rtshajipur.com | Corporate ID No.: U85198RJ2010PTC031302

Mangodi



# Quality Parameter



JHANDEWALAS

## Naman's Ghee

RM Value	29
Moisture	0.3
Shelf Life	9 Months
Colour	White

## Godhenu Cow Ghee

RM Value	27 – 29
Moisture	0.2
Shelf Life	9 Months
Colour	Yellow

## Gold Ghee

RM Value	32
Moisture	0.2
Shelf Life	9 Months
Colour	White

## Polki

Moisture	0
Shelf Life	9 Months
Colour	White
Free Fatty Acid	0.1

# Our Brand



JHANDEWALAS

# गोधेनू

# Sweet Bites



**Naman's**<sup>TM</sup>  
लाये लाईफ़ में टेस्ट<sup>TM</sup>



**Polki**

# Nutri Flakes

# Qualities of Naman's Desi Ghee



JHANDEWALAS

- ✓ Manufactured from best quality of milk or butter
- ✓ Aromatic ghee
- ✓ Granulated
- ✓ Fresh
- ✓ Manufactured under hygienic environment
- ✓ All the raw material and finished goods are lab tested.



# Desi Ghee



JHANDEWALAS

Cekka Pack



200 ml



500 ml



1 Litre

Jar Pack



1 Litre



2 Litre



5 Litre

Tin Pack



1 Litre



5 Litre

Bulk Pack



15 Litre



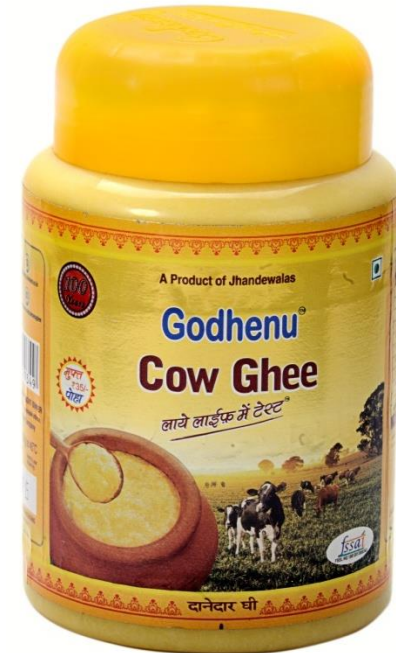
15 Litre

# Qualities of Godhenu Cow Ghee



JHANDEWALAS

- ✓ Manufactured from best quality of milk or butter
- ✓ Granulated & Pure Ghee
- ✓ It is having a premium quality
- ✓ It stands pure on all quality standards



# Godhenu Cow Ghee



JHANDEWALAS

Consumer  
Pack

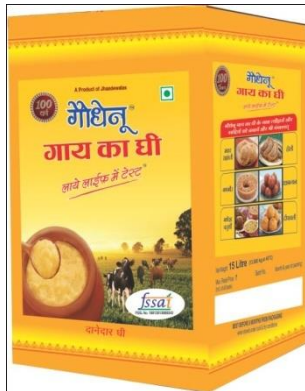


1 Litre



1 Litre

Bulk Pack



15 Litre

# Naman's Gold Ghee



JHANDEWALAS

## Bilona Ghee:

Gold Ghee is made through traditional method of churning of the curd

## Cattle Fodder:

Cattle fodder plays a very important role on the quality of milk. Superfine quality of butter is being used in manufacturing of Gold Ghee

# Gold Ghee



JHANDEWALAS

Tin Pack



1 Litre



# Our Other Products



JHANEWALAS

## Naman's Poha



500 g



800 g



1 kg

## Naman's Mangodi



200 g

- Made up of basmati
- Sweet in taste
- Free from foreign particles
- Metal detector is installed in the machine.

- Made from balanced mixture of split green gram and choula dal.
- No artificial colour.
- RO water is being used.

# Our Other Products



JHANDEWALAS

## Naman's Kesar



1 g

- Pure Kashmiri Kesar.
- No added colour
- Best thread is being packed.

## Naman's Papad



400 g

- Having unique Bikaneri flavour.
- Made up from balanced mixture of white lentil and split green gram.
- Manufactured under hygienic conditions.

## Our Other Products

### Naman's Raita Boondi



150 g

- Crispy
- Manufactured under hygienic conditions.

# Our Other Products

## YummYoo Porridge

जायकेदार नाश्ता  
कप में

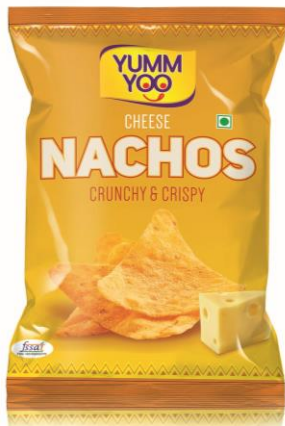


- Healthy food for all age group.
- Multigrain porridge.
- Easy to eat while travelling.

# Our Other Products

Available  
in Rs 10 &  
Rs 20  
Pack

## YummYoo Nachos



- Tastier
- Crispy
- Made in Corn Oil
- Non GMO Corn
- No msg



## Our Other Products



Fussilli (500 g)



Penne (500 g)

### YummYoo Pasta

- Made up of Wheat Semolina. No Maida
- Pasta when cooked does not stick to each other.
- Manufactured with fully automated Italian machine.
- Pasta's surface is in such a way that sauces and spices get mixed well.

# Polki Refined Groundnut Oil



JHANDEWALAS

- Best quality raw material is used in manufacturing.
- Under technical supervision manufacturing is being done.
- Food grade tin is being used in packaging material.





# Distribution Setup (Rajasthan)

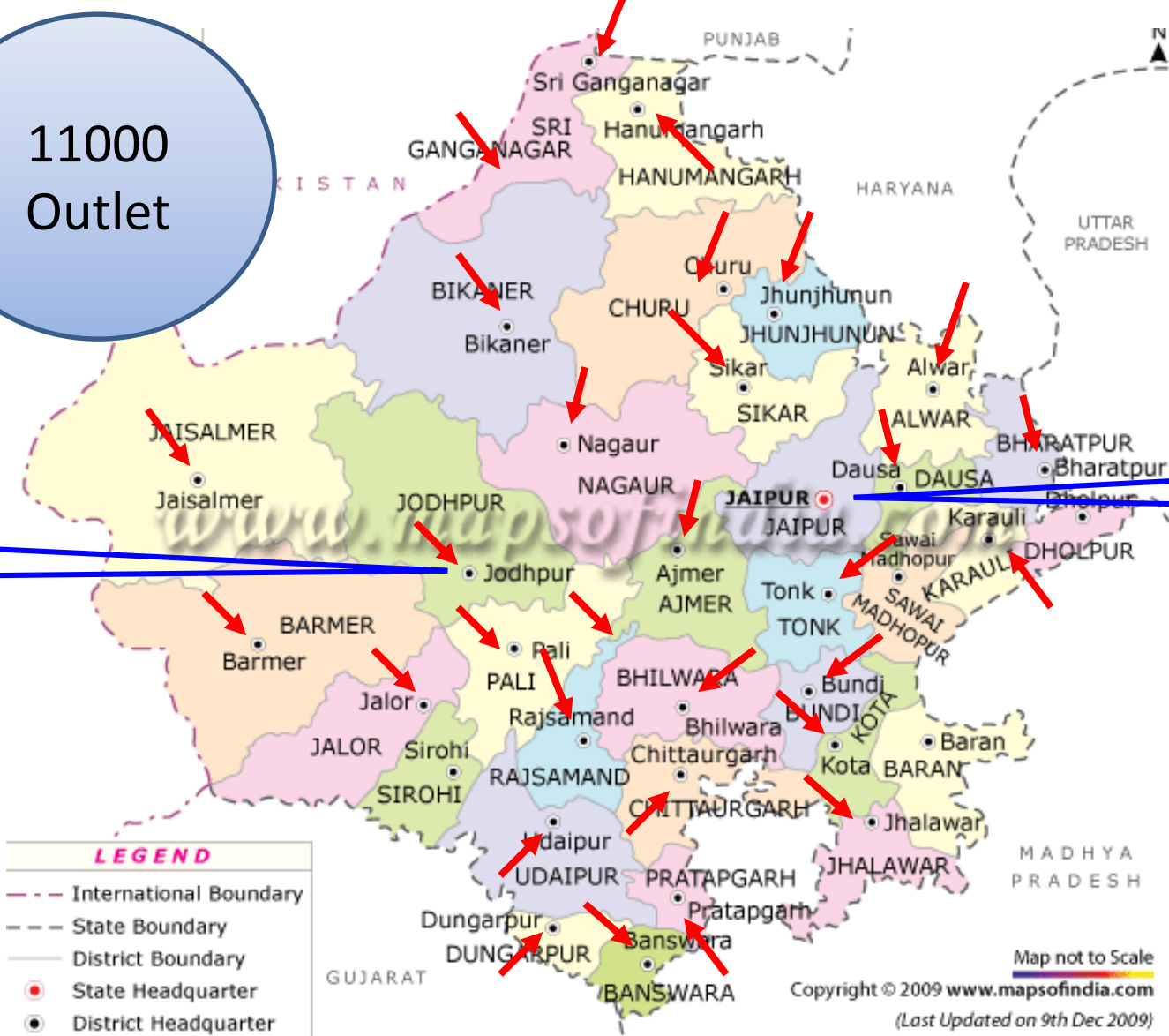


JHANDEWALAS

11000  
Outlet

30  
DB

170  
DB



LEGEND	
- - -	International Boundary
- - -	State Boundary
—	District Boundary
●	State Headquarter
●	District Headquarter

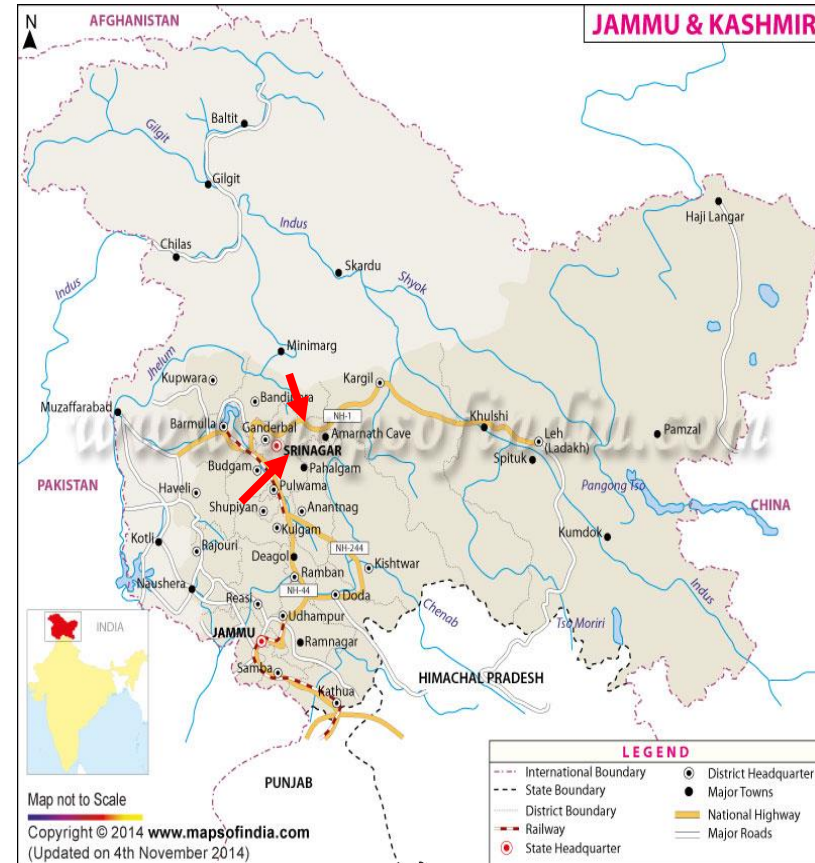
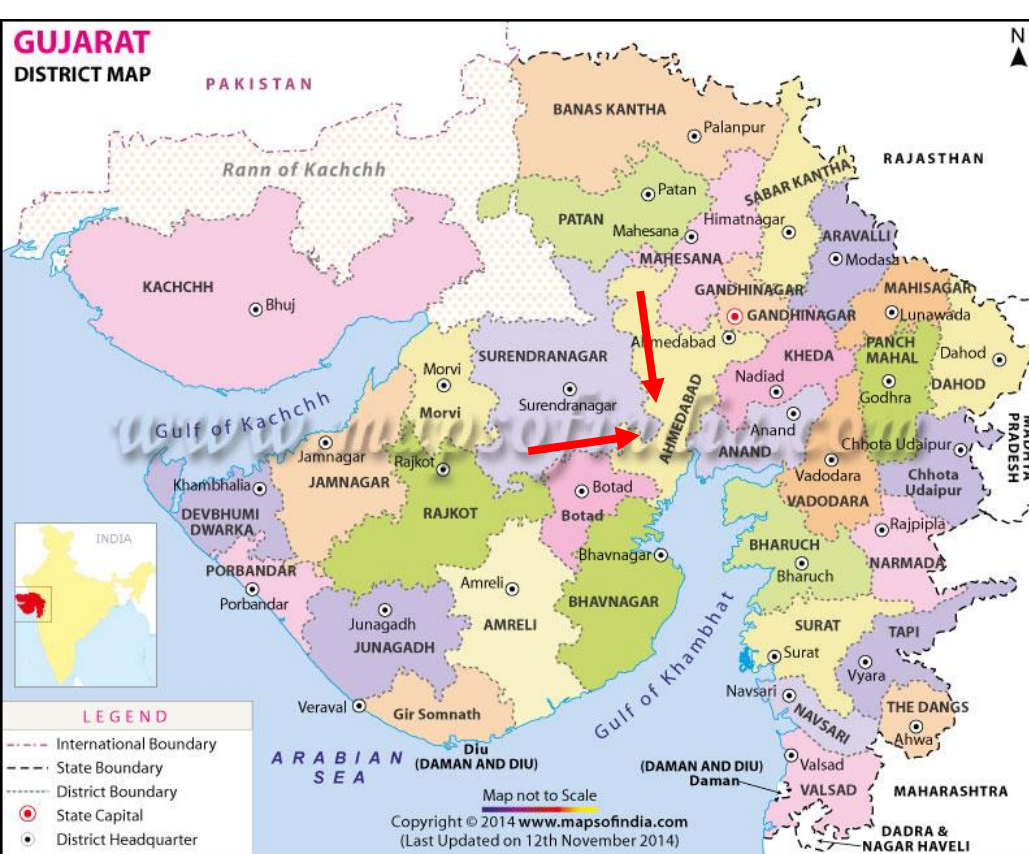
Map not to Scale  
Copyright © 2009 www.mapsofindia.com  
(Last Updated on 9th Dec 2009)



# Distribution Setup(Ahmedabad & Srinagar )



JHANDEWALAS



# Export



JHANDEWALAS



**NEPAL**

# Certification of Quality



JHANDEWALAS

- An ISO 22000:2005 Certified company



- Food safety & standard authority of India



- The federation of Indian Chambers of Commerce & Industry



- Confederation of Indian Industry





# Our Faith, Our Reach (All religious Places)



JHANDEWALAS



Moti Dungri Ganesh Ji  
Mandir (Jaipur)



Rani Sati Mandir  
(Jhunjhunu)



Khatu Shyam Ji Mandir  
(Khatu)



Salasar Balaji Mandir  
(Churu)

# Online Selling



JHANDEWALAS



# Our Presence



JHANDEWALAS



**Ardh Sainik Canteen**



**Central Police Canteen**

**Haldiram's**

**Haldiram is also our Prestigious Client**



# Our Presence



JHANDEWALAS



# Our Mentor



JHANDEWALAS



Mr. B.M. Vyas  
Ex. Managing Director (Amul)



Dr. G.S. Rajoria  
N.D.R.I. (Karnal) Head



Mr. Kalyan Bhadra  
Ex. Marketing Head (Amul)



# Our Mentor



JHANDEWALAS

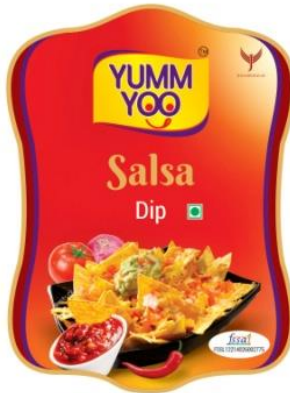


# Upcoming Products



JHANDEWALAS

Dips/Sauces



Salsa



Chilli Garlic



Tandori Masala



Mayonnaise



JHANDEWALAS

THANK YOU