



# ASM TECHNOLOGIES LIMITED

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CIN : L85110KA1992PLC013421 GST No. : 29AABCA4362P1Z9

Date: 20<sup>th</sup> July 2022

**To,**  
**BSE Limited**  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
25th Floor, Dalal Street,  
Mumbai - 400 001

Dear Sir/Madam,

**Sub: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are hereby enclosing Investors' Presentation for the year 2021- 2022.

The above said presentation is also made available on the Company's website [www.asmltd.com](http://www.asmltd.com)

Kindly, take the same on record of your esteemed Exchange.

Thanking you,

Sincerely,

**For ASM Technologies Limited**

Vanishree Kulkarni  
Company Secretary



**ASM**  
TECHNOLOGIES®

engineering innovation

**FY22**  
**Presentation**





QUARTERLY & FY22 UPDATE

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# ■ Safe Harbor

This presentation has been prepared by ASM Technologies Ltd based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation.

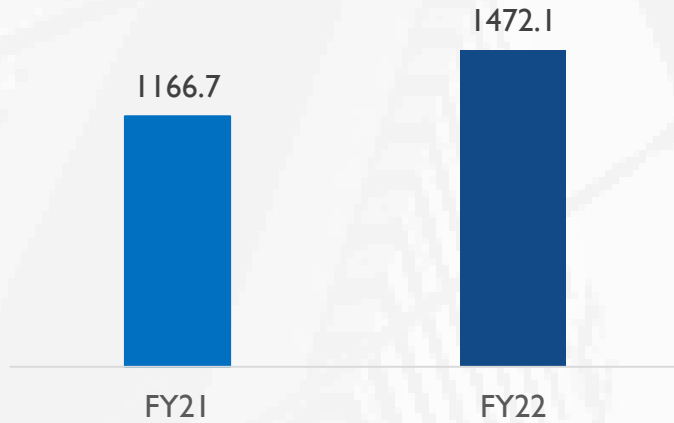
Certain matters discussed in this presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward looking statements are not guarantees for future performance and or subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict.

These risks and uncertainties include but are not limited to, performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, withdrawal of governmental fiscal incentives, the company's market preferences and its exposure to market risks, as well as other risks.

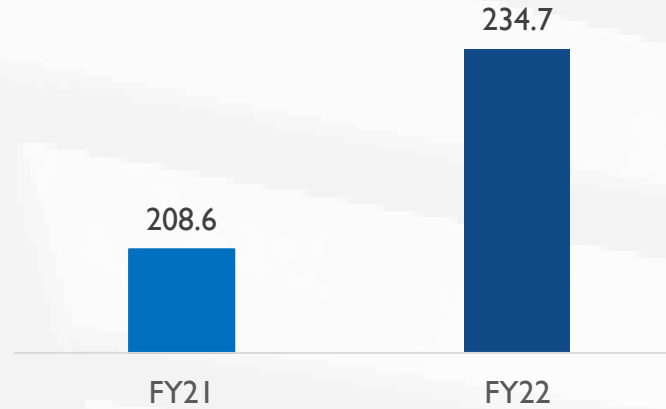
# FY22 Highlights

Standalone

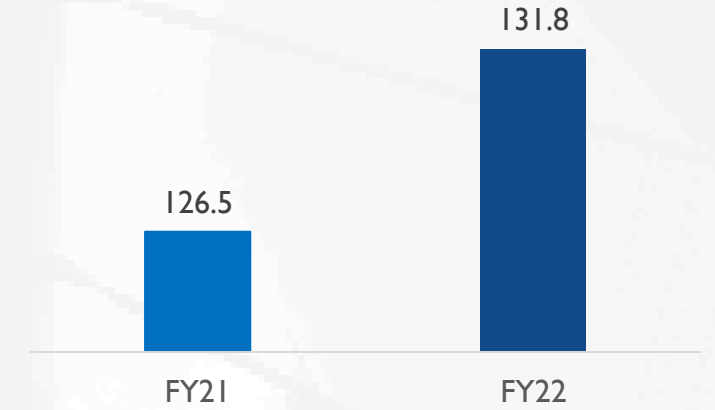
Total Income (INR Mn.)



EBIDTA(INR Mn.)

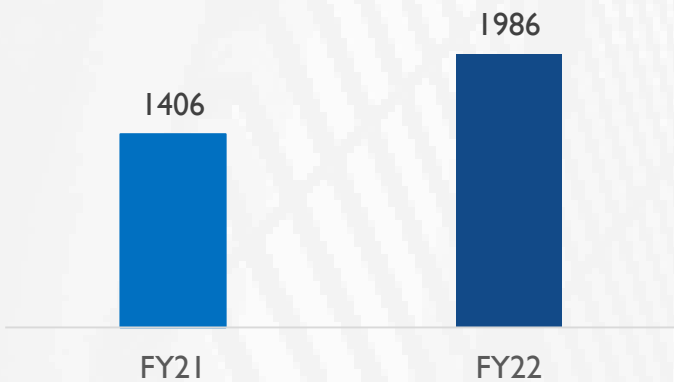


PAT (INR Mn.)

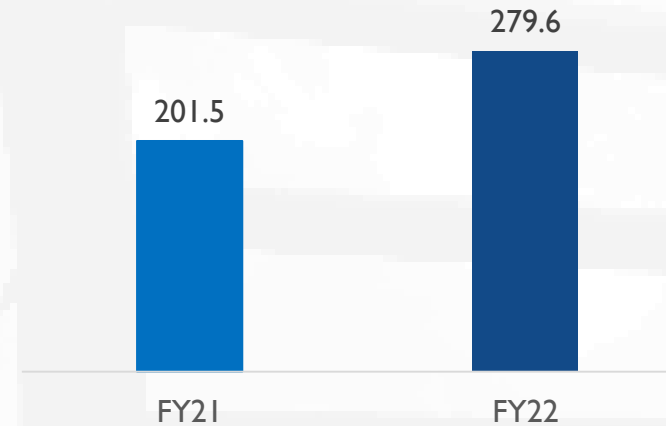


Consolidated

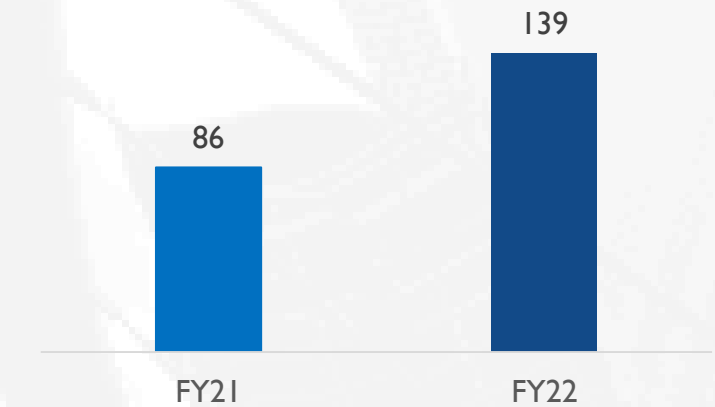
Total Income ( INR Mn.)



EBIDTA(INR Mn.)



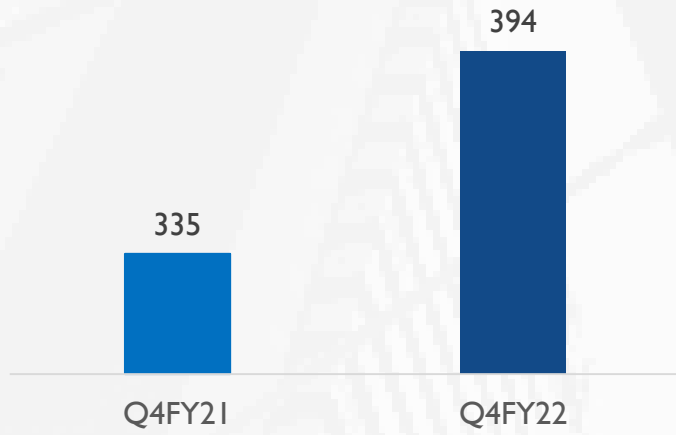
PAT (INR Mn.)



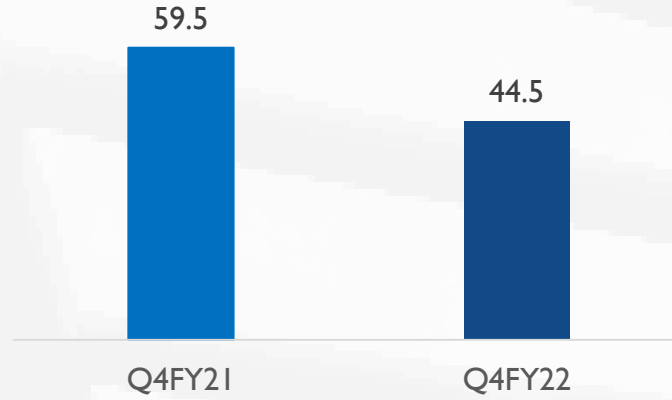
# Quarterly Highlights

Standalone

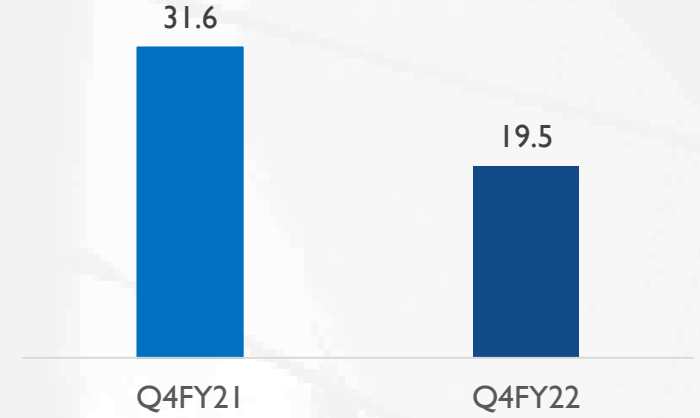
Total Income (INR Mn)



EBIDTA( INR Mn)

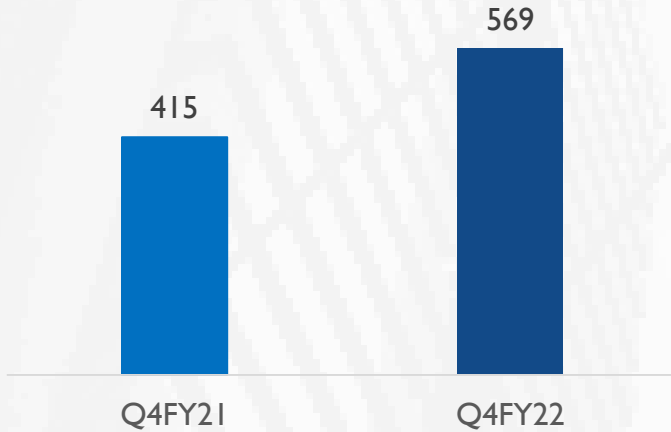


PAT (INR Mn)

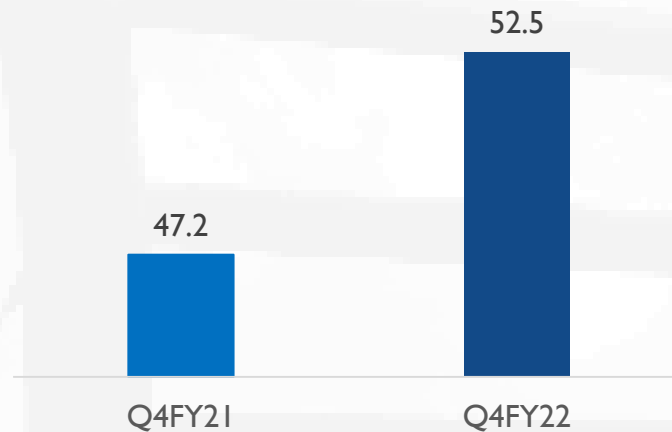


Consolidated

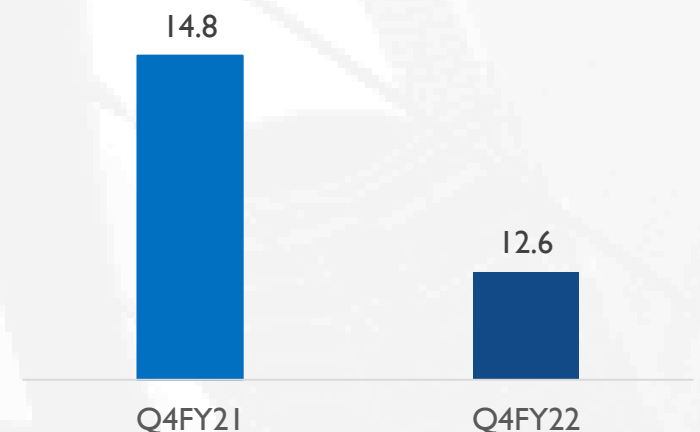
Total Income (INR Mn)



EBIDTA( INR Mn)



PAT (INR Mn)



# Quarterly Snapshot

Standalone - Profit and Loss				
	<i>Rs mn</i>	Q4FY22	Q4FY21	Q3FY22
<b>Income</b>				
	Income from Operations	381.5	324.5	341
	Other Income	12.6	10.3	38.6
	<b>Total Income</b>	<b>394.1</b>	<b>334.8</b>	<b>379.5</b>
	<i>% YoY grwth</i>	<i>17.7</i>	<i>24.8</i>	<i>40</i>
<b>Expenditure</b>				
	Employee Expenses	254.1	194.8	240
	Financial Expenses	9.9	6.1	6.9
	Depreciation	5	1.6	5.4
	Other Expenses	95.5	80.5	60.9
	<b>Total Expenditure</b>	<b>364.6</b>	<b>283</b>	<b>313.2</b>
	<b>Profit Before Taxes (PBT)</b>	<b>29.5</b>	<b>51.8</b>	<b>66.3</b>
	<i>% Margin</i>	<i>7.5</i>	<i>15.5</i>	<i>17.5</i>
<b>Tax Expense</b>				
	Current Tax	19.3	20	15.9
	Deferred Tax/(credit)	-9.3	0.3	8.5
	<b>Total Taxes</b>	<b>10</b>	<b>20.2</b>	<b>24.4</b>
	<b>Profit After Taxes (PAT)</b>	<b>19.5</b>	<b>31.6</b>	<b>42</b>
	<i>% Margin</i>	<i>5</i>	<i>9</i>	<i>11.1</i>

Consolidated - Profit and Loss				
	<i>Rs mn</i>	Q4FY22	Q4FY21	Q3FY22
<b>Income</b>				
	Income from Operations	547.1	408	476.2
	Other Income	21.9	7	38.9
	<b>Total Income</b>	<b>569.1</b>	<b>415</b>	<b>515</b>
	<i>% YoY grwth</i>	<i>37.1</i>	<i>47.5</i>	<i>32.6</i>
<b>Expenditure</b>				
	Cost of Good Sold	31.6	10.3	35.9
	Employee Expenses	359.1	269.7	325.7
	Financial Expenses	24.8	6.6	11.4
	Depreciation	13.9	10.1	11.3
	Other Expenses	125.9	87.8	61.3
	<b>Total Expenditure</b>	<b>555.3</b>	<b>384.4</b>	<b>445.7</b>
	Share of net profit/loss of jointy controlled	-0.4	0	0
	<b>Profit Before Taxes (PBT)</b>	<b>13.4</b>	<b>30.6</b>	<b>69.4</b>
	<i>% Margin</i>	<i>2.4%</i>	<i>7.4%</i>	<i>13.5%</i>
<b>Tax Expense</b>				
	Current Tax	20.6	19.5	16.4
	Deferred Tax/(credit)	-19.8	-3.7	4.3
	<b>Total Taxes</b>	<b>0.7</b>	<b>15.8</b>	<b>20.7</b>
	<b>Profit After Taxes (PAT)</b>	<b>12.6</b>	<b>14.8</b>	<b>48.7</b>
	<i>% Margin</i>	<i>2.2</i>	<i>4</i>	<i>9.4</i>



# FY22 Snapshot

<b>Standalone - Profit and Loss</b>			
<i>Rs mn</i>		<b>FY21</b>	<b>FY22</b>
<b>Income</b>			
	Income from Operations	1,132.2	1,410.7
	Other Income	34.6	61.4
	<b>Total Income</b>	<b>1,166.7</b>	<b>1,472.1</b>
<b>Expenditure</b>			
	Employee Expenses	730.3	936.8
	Financial Expenses	18.9	31.4
	Depreciation	10.1	18.1
	Other Expenses	227.9	300.6
	<b>Total Expenditure</b>	<b>987.1</b>	<b>1268.8</b>
	<b>Profit Before Taxes (PBT)</b>	<b>179.6</b>	<b>185.3</b>
	<i>% Margin</i>	15	12.6
<b>Tax Expense</b>			
	Current Tax	44.5	62.0
	Deferred Tax/(credit)	8.6	(8.4)
	<b>Total Taxes</b>	<b>53.1</b>	<b>53.5</b>
	<b>Profit After Taxes (PAT)</b>	<b>126.5</b>	<b>131.8</b>
	<i>% Margin</i>	11	9

<i>Rs mn</i>		<b>FY21</b>	<b>FY22</b>
<b>Income</b>			
	Income from Operations	1,373.90	1916.7
	Other Income	32.5	69.3
	<b>Total Income</b>	<b>1,406.40</b>	<b>1986</b>
<b>Expenditure</b>			
	COGS	33.5	96.6
	Employee Expenses	894.7	1271.4
	Financial Expenses	28.3	55.8
	Depreciation	35.7	44.4
	Other Expenses	276.7	338.5
	<b>Total Expenditure</b>	<b>1268.9</b>	<b>1806.7</b>
	Share of net profit/loss of jointly controlled	0	-0.4
	<b>Profit Before Taxes (PBT)</b>	<b>137.5</b>	<b>178.9</b>
	<i>% Margin</i>	9.8	9.0
<b>Tax Expense</b>			
	Current Tax	54.4	63.9
	Deferred Tax/(credit)	-3	-23.9
	<b>Total Taxes</b>	<b>51.5</b>	<b>39.9</b>
	<b>Profit After Taxes (PAT)</b>	<b>86</b>	<b>139</b>
	<i>% Margin</i>	6	7



## About the Company

**ASM Technologies** incorporated in 1992.

Company specializes in the areas of **ER&D** with successful offshore development

Over **Three** decades of experience

Presence in pan India with **global presence** in USA, Singapore, UK, Canada, Mexico and Japan.

**Support Centre's** in India and overseas

**ASM Ventures** an arm of company, use to make strategic minority investments in early-stage technology-oriented companies in India and overseas

**Consistent Dividend** Paying Company

# ■ Key Industries Serviced



SEMICONDUCTOR  
& ELECTRONIC EQUIPMENT

AUTOMOTIVE

PRODUCT R&D

# Geographical Presence



You can find us at: [www.asmltd.com](http://www.asmltd.com)

# Key Management Pillars



**Mr. M. R. Vikram**  
Chairman

A Chartered Accountant (ICAI) with 41 yrs. of experience Audit & Assurance Services, Banking and is an expert on Finance and Regulatory issues

**Few Current Board Positions:**

Facebook India Online Services Pvt Ltd  
GVPR Engineering Ltd  
GTN Industries Ltd  
Chettinad Cement Corporation Ltd



**Mr. Rabindra Srikantan**  
Managing Director

MS in Computer Engineering and Computer Science-University of Louisiana, USA with over 20 years of building successful business ventures

**Current Board Positions:**

President – ASM Digital Technologies Inc, USA  
Director – ASM Digital Technologies Pte Ltd, Singapore  
President – ESR Associates Inc, USA



**Mr. M Lakshminarayan**  
Director

M-Tech from Indian Institute of Technology, Mumbai with 30 years in leading automotive OEM's

**Few Current Board Positions:**

ZF Commercial Vehicle Control Systems India Ltd  
TVS Electronics Ltd  
Kirloskar Oil Engine Ltd  
Suprajit Engineering Ltd  
Brose India Automotive Systems Pvt Ltd

# Key Management Pillars



**Mr. Shekar Viswanathan**  
Director

A Chartered Accountant (ICAI) with 38 financial services and project finance experience

**Current Board Positions:**

L&T – MHPS Boilers Pvt Ltd  
L&T – MHPS Turbine Generators Pvt Ltd  
Re-connect Energy Solutions Ltd



**Mr. Ramesh Radhakrishna**  
Director

B.E. from the Indian Institute of Technology (IIT), Chennai, India and an M.E. in Systems Engineering University of Virginia, Charlottesville, USA with 20 years of operational and business experience in the high technology industry

**Current Board Positions:**

Artiman Capital India



**Ms. Preeti Rabindra**  
Director

Masters in Commerce – University of Delhi  
Ms Preeti Rabindra is involved in all the CSR activities of the company

**Current Board Positions:**

Designated partner at IDS Systems LLP

# ■ ASM Ventures ; Key Strategic Investments



A collection of seven logos for ASM Ventures' key strategic investments, arranged in two rows. The top row contains four logos: "RV FORMS &amp; GEARS" (a blue arrow pointing left with the text inside), "POLYLOGYX" (a green triangle icon) with "acquired by EclecticIQ" (a green circular icon) below it, "LAVELLE NETWORKS" (a black bird icon), and "SmartFix4.0®" (blue and green text). The bottom row contains three logos: "ASM DIGITAL ENGINEERING" (the ASM logo icon) with "DIGITAL ENGINEERING" and "engineering innovation" below it, "ideaspRING CAPITAL" (purple and blue text), and "BARO VEHICLES" (a shield icon with a red and yellow design) with "BARO" and "VEHICLES" below it.



# Affiliate Program



**CENTRE FOR NANO SCIENCE AND ENGINEERING (CeNSE)**

Indian Institute of Science



ASM Technologies Limited is an industry partner with CeNSE, IISc and aims to jointly focus on innovation in areas of micro-electromechanical system (MEMS)

Salient highlights of the program such are :

- ❖ Joint Research & Development (R & D)
- ❖ CeNSE Facilities utilization
- ❖ Interactions with the faculty and student community at CeNSE
- ❖ Training ASM team on Semiconductor processes, technology and systems from CeNSE reputed faculties/professors



# Joint Venture : ASM- HHV Engineering

## ASM-HHV

- ASM-HHV Engineering is a 50:50 joint venture between ASM Technologies and Hind High Vacuum (HHV Group)

## EXPERTISE

- The company would provide services in designing and manufacturing semiconductor tools, sub-systems, systems components and providing field support



## MANUFACTURING

- India's first state of art semiconductor focused equipment manufacturing facility.

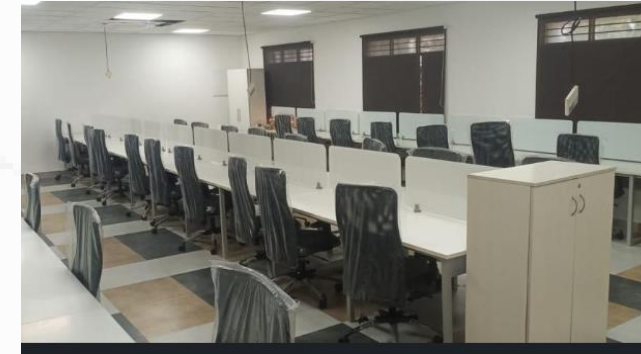
## FACILITIES

- ISO 7& ISO 8 Clean rooms
- Lithography labs
- Extensive metrology testing facility
- Gas Management for Pyrophoric gases
- Powder coating and Painting booths

# Expansion

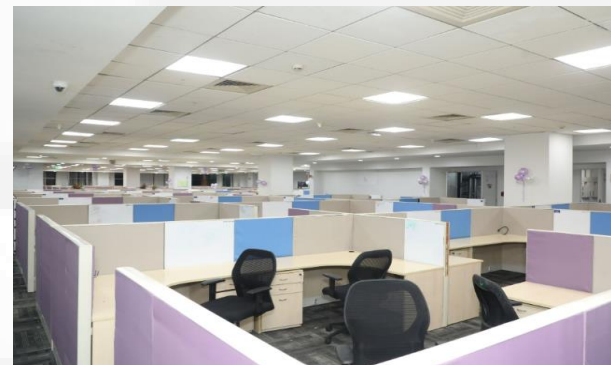
## Salem, Tamil Nadu

- The company has opened a new facility in Salem, Tamilnadu in collaboration with NextWealth Entrepreneurs Pvt Ltd



## Whitefield, Bangalore

- ASM Digital Engineering Pvt Ltd, wholly owned subsidiary of ASM Technologies has a new facility expansion at Whitefield, Bangalore. It would help the company in scaling up in coming years



# Our Strategy

Zero in on opportunities in key Industries & verticals

Acquire New Logos

Retain skilled employees, Attract and develop talent

Strategic acquisitions of companies in Niche segment and market

Continuous focus towards Investment in Emerging Technologies e.g., digital tech

Expand Footprint and client base with core capabilities

Semiconductor Equipment, Medical Devices, Hi –Tech, Automotive, Telco – remain key growth verticals

Engineering Solutions to reduce Product Life Cycle and time to market, increasing yields and throughputs

# Way Forward

**SEMICONDUCTOR, ELECTRONIC  
SYSTEM, SUB SYSTEM,  
COMPONENT**

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**FOCUSING ON DESIGN LED  
MANUFACTURING**

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**GROW DIGITAL  
ENGINEERING BUSINESS**

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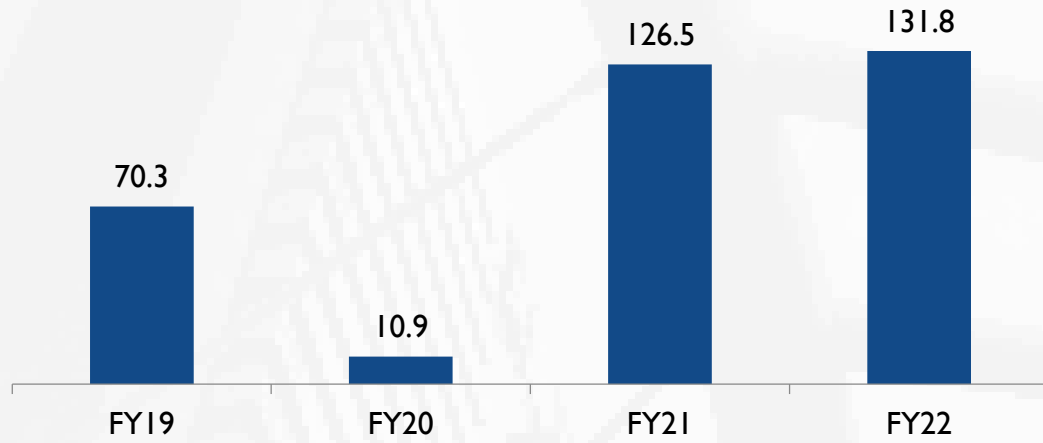
**STRATEGIC ACQUISITION**

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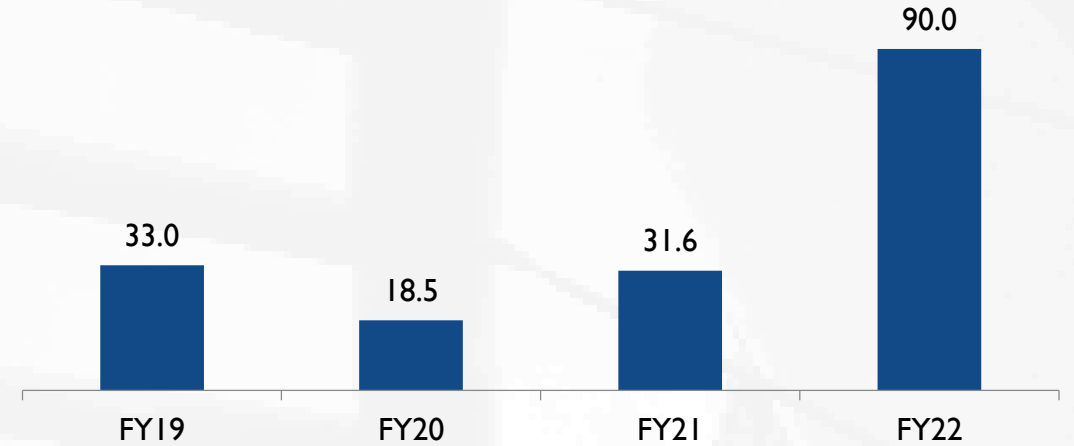
# FINANCIALS HIGHLIGHTS

# Continuously Rewarding its Shareholders

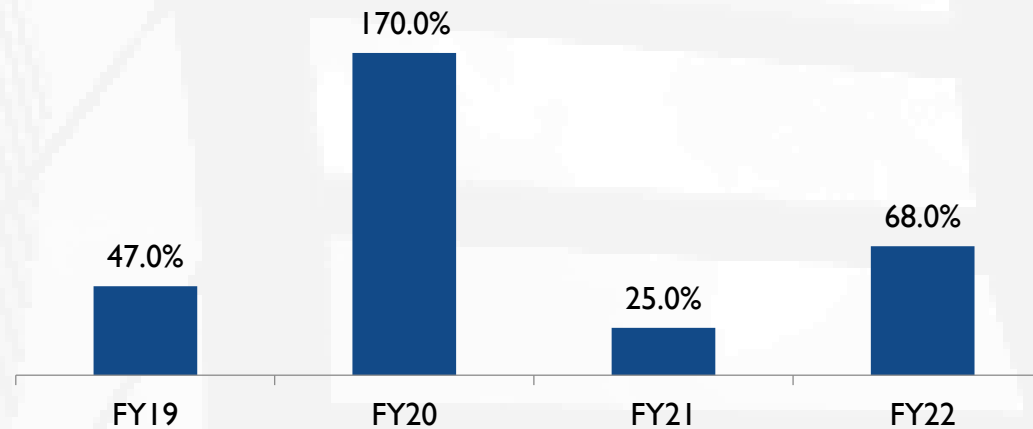
Standalone Profit After Tax ( INR Mn)



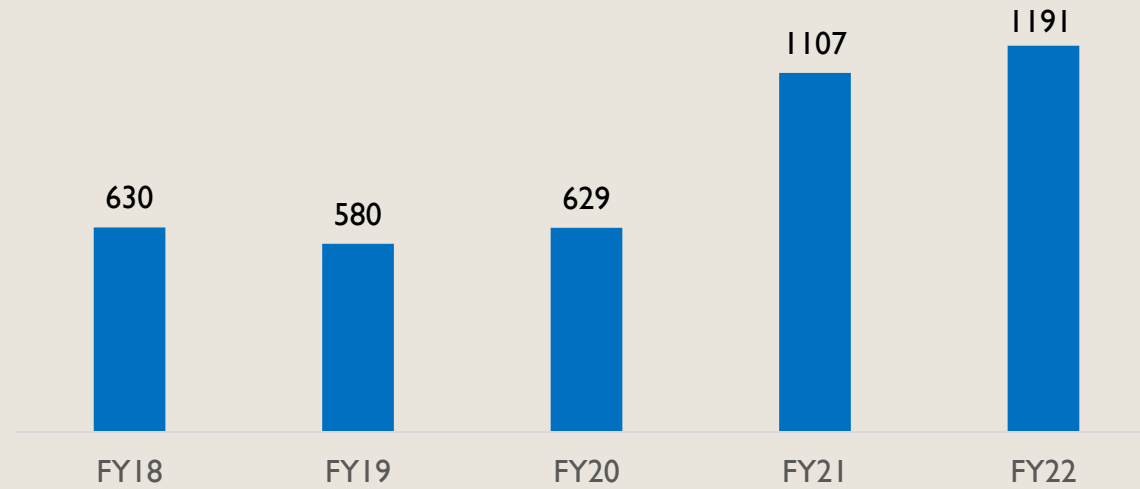
Dividend Paid (incl ddt) ( INR Mn)



Dividend Payout (%)



# ■ Head Count





# Quarterly Consolidated Profit and Loss

Particular (INR. Mn)	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22
<b>Income</b>									
Income from Operations	260.9	273.6	314.2	378.1	408.0	416.4	477.0	476.2	547.1
Other Income	20.4	13.5	1.9	10.2	7.0	5.0	3.5	38.9	21.9
<b>Total Income</b>	<b>281.3</b>	<b>287.0</b>	<b>316.1</b>	<b>388.3</b>	<b>415.0</b>	<b>421.4</b>	<b>480.5</b>	<b>515.0</b>	<b>569.1</b>
<b>Expenditure</b>									
Cost of Good Sold	1.3	-0.9	8.7	15.4	10.3	10.8	18.2	35.9	31.6
Employee Expenses	154.9	180.2	201.3	243.5	269.7	282.2	304.3	325.7	359.1
Financial Expenses	4.5	5.2	7.1	9.5	6.6	9.1	10.6	11.4	24.8
Depreciation/Amortization	6.8	9.7	7.4	8.6	10.1	8.3	10.9	11.3	13.9
Other Expenses	53.0	40.9	57.3	90.8	87.8	73.9	77.3	61.3	125.9
<b>Total Expenditure</b>	<b>220.5</b>	<b>235.1</b>	<b>281.7</b>	<b>367.7</b>	<b>384.4</b>	<b>384.4</b>	<b>421.4</b>	<b>445.7</b>	<b>555.3</b>
Share of net profit/loss of jointly controlled entity	-	-	-	-	-	-	-	-	(0.4)
<b>Profit Before Taxes (PBT)</b>	<b>60.8</b>	<b>51.9</b>	<b>34.4</b>	<b>20.6</b>	<b>30.6</b>	<b>37.0</b>	<b>59.2</b>	<b>69.4</b>	<b>13.4</b>
<b>Tax Expense</b>									
Current Tax	5.1	14.4	11.7	8.8	19.5	16.8	26.9	16.4	20.6
Deferred Tax/(credit)	9.8	0.5	0.2	0.1	-3.7	-9.3	-8.4	4.3	(19.8)
<b>Total Taxes</b>	<b>14.9</b>	<b>14.9</b>	<b>11.9</b>	<b>8.9</b>	<b>15.8</b>	<b>7.5</b>	<b>18.5</b>	<b>20.7</b>	<b>0.7</b>
<b>Profit After Taxes (PAT)</b>	<b>46.0</b>	<b>37.1</b>	<b>22.5</b>	<b>11.7</b>	<b>14.8</b>	<b>29.5</b>	<b>40.7</b>	<b>48.7</b>	<b>12.6</b>

# Historical Consolidated Profit and Loss

Particular (INR. Mn)	FY19	FY20	FY21	FY22
<b>Income</b>				
Income from Operations	880.3	920.1	1,373.9	1916.7
Other Income	54.5	41.3	32.5	69.3
<b>Total Income</b>	<b>934.8</b>	<b>961.4</b>	<b>1,406.4</b>	<b>1986.0</b>
<b>Expenditure</b>				
Cost of Good Sold	53.7	28.8	33.5	96.6
Employee Expenses	573.1	641.6	894.7	1271.4
Financial Expenses	7.2	16.9	28.3	55.8
Depreciation/Amortization	12.1	29.5	35.7	44.4
Other Expenses	198.8	226.0	276.7	338.5
<b>Total Expenditure</b>	<b>844.9</b>	<b>942.8</b>	<b>1,268.9</b>	<b>1806.7</b>
Share of net profit/loss of jointly controlled entity	-	-	-	(0.4)
<b>Profit Before Taxes (PBT)</b>	<b>89.8</b>	<b>18.6</b>	<b>137.5</b>	<b>178.9</b>
<b>Tax Expense</b>				
Current Tax	16.4	5.8	54.4	63.9
Deferred Tax/(credit)	3.4	5.9	(3.0)	(23.9)
<b>Total Taxes</b>	<b>19.8</b>	<b>11.7</b>	<b>51.5</b>	<b>39.9</b>
<b>Profit After Taxes (PAT)</b>	<b>70.1</b>	<b>7.0</b>	<b>86.0</b>	<b>139.0</b>

# Historical Consolidated Balance Sheet

Particulars (mn)	FY19	FY20	FY21	FY22
Share capital	50	50	100	100
Other Equity	464.57	454.06	468.16	557.3
Non-Controlling Interest	8.91	3.45	4.33	-2.64
<b>Shareholder's Funds</b>	<b>523.48</b>	<b>507.51</b>	<b>572.49</b>	<b>654.66</b>
<b>Non- Current Liabilities</b>	<b>1.98</b>	<b>61.95</b>	<b>124.24</b>	<b>143.04</b>
Long Term Borrowings	0.49	48	110.62	126.76
Other financial liabilities			-	-
Provisions	1.49	2.64	13.07	16.28
Deferred Tax Liabilities			-	-
Other Non _Current Liabilities	-	11.31	0.55	-
<b>Current liabilities</b>	<b>333.41</b>	<b>262.69</b>	<b>460.17</b>	<b>663.39</b>
<b>Financial Liabilities</b>				
Short Term Borrowings	145.37	151.02	242.63	379.07
Trade Payables	85.53	36.01	110.75	152.34
Other financial liabilities	7.71	16.64	7.04	7.78
Other Current Liabilities	94.8	59.02	82.22	91.01
Current Tax Liability	-	-	-	-
Provisions	-	-	17.53	33.19
<b>Total Equities &amp; Liabilities</b>	<b>858.87</b>	<b>832.15</b>	<b>1156.9</b>	<b>1461.09</b>

Particulars (mn)	FY19	FY20	FY21	FY22
Property Plant & Machinery	54.04	94.97	84.63	196.47
Intangible Assets	53.99	55.76	90.04	82.72
Goodwill on consolidation	-	-	0.73	0.73
Financial Assets				
a. Investments	37.93	51.68	79.64	132.52
b. Loans	5.56	1.15	4.29	4.73
Deferred tax assets (net)	39.12	33.62	41.97	58.68
Other Non-Current Assets	73.49	126.23	61.16	65.93
<b>Total Non Current Asset'</b>	<b>264.13</b>	<b>363.41</b>	<b>362.46</b>	<b>541.78</b>
Inventories	24.85	37.76	59.59	93.39
Financial Assets				
Investment	154.81	75.19	91.17	111.49
Trade receivables	269.92	211.68	502.1	569.03
Cash & Bank	104.54	66.66	101.97	92.65
Loans	0.59	6.17	6.37	7.14
Other Financial Assets	16.77	52	6.15	9.81
Other Current Assets	23.26	19.28	27.09	35.8
<b>Total Current Assets</b>	<b>594.74</b>	<b>468.74</b>	<b>794.44</b>	<b>919.31</b>
<b>Total Assets</b>	<b>858.87</b>	<b>832.15</b>	<b>1156.9</b>	<b>1461.09</b>

# Key Ratios

Consolidated	FY19	FY20	FY21	FY22
<b>Profitability Ratios</b>				
Gross Profit Margins	28.8	27.1	32.4	28.6
EBITDA Margins	11.7	6.8	14.3	14.1
EBIT Margins	11.0	3.9	12.1	12.2
EBT Margins/Pre-Tax Margins	10.2	2.0	10.0	9.3
Net Profit Margin	8.0	.8	6.3	7.3
<b>Return on Investment Ratios</b>				
Return on Assets (ROA)	1.09	1.16	1.18	1.31
Return on Stockholder's Equity (ROE)	1.79	1.89	1.22	1.36
<b>Activity Ratios</b>				
Debtors Days	105	80	130	105
Working Capital Turnover	3.4	4.7	4.2	7.7
Fixed Asset Turnover	17	10	16	10
Total asset Turnover	1.1	1.1	1.2	1.4
<b>Liquidity Ratios</b>				
Current Ratio	1.7	1.9	1.7	1.4
Quick Ratio	1.7	1.6	1.6	1.2
Debtors to Creditors %	316%	588%	453%	374%
<b>Debt Ratios</b>				
Debt-to-Assets Ratio	0.16	0.23	0.26	0.30
Debt-to-Equity Ratio	0.27	0.39	0.51	0.68
<b>Du-pont Analysis</b>				
Net Profit Margin	8.0	.8	6.3	7.3
Total Asset Turnover	1.7	1.6	1.2	1.4
Financial Leverage	1.0	1.1	2.0	2.2

# CSR Activity

## DVG Higher Primary School – OSAAT Educational Charitable Trust



ASM Technologies in association with OSAAT Educational Charitable Trust is building a classroom along with benches & desks at Government DVG Higher Primary School, Mulbagal town, Kolar district, Karnataka, India as to honor, preserve and cherish the memory of Shri DV Gundappa (DVG), the doyen of modern Kannada literature.

# CSR Activity

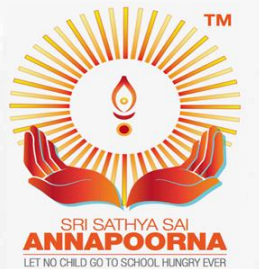


## SRI SATHYA SAI SARLA MEMORIAL HOSPITAL

सर्वे सन्तु निरामयाः



ASM Technologies in association with Sathya Sai Sarla Memorial Hospital will support Multi Specialty Hospital dedicated with ICU oxygenated & HDU beds , Hub for medical and para medical education and training located in Muddenahalli Village, Chikkabalapura





# Annexures

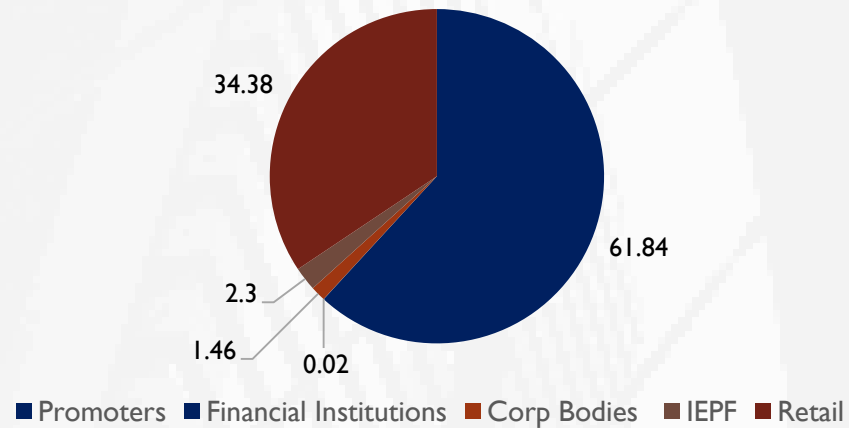
**M.Cap Full (INR Cr.)**  
**565**

**31<sup>st</sup> Mar 2022**  
**10 mn Shares**

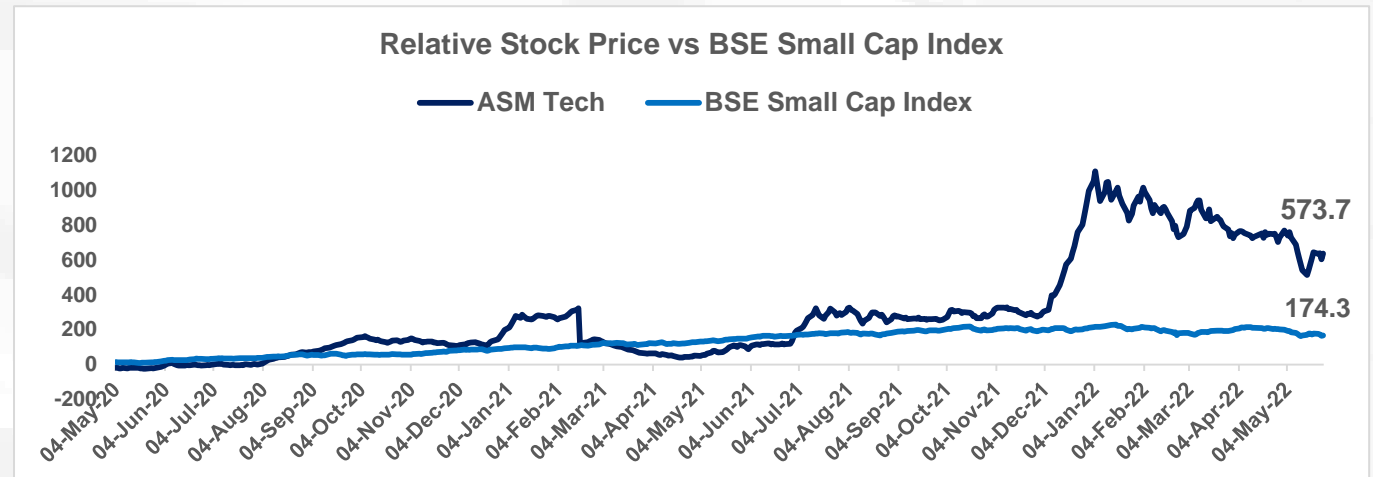
**BSE CODE**  
**526433**

**BLOOMBERG CODE**  
**ASM IN**

Shareholding Pattern as on 31<sup>st</sup> Mar 2022



Relative Stock Price Returns vs BSE Small Cap Index



Source: BSE

You can find us at: [www.asmltd.com](http://www.asmltd.com)





*Thank You!*

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