

SASTASUNDAR VENTURES LIMITED

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CIN: L65993WB1989PLC047002

Date: 06-02-2026

To
The General Manager
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Tower
Dalal Street, Mumbai - 400 001

To
The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Mumbai - 400 051

Ref: *BSE Scrip Code: 533259; NSE Symbol: SASTASUNDR*
Sub: *Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation*

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find attached herewith the Investor Presentation of the Company.

This is for your information and record.

Thanking you,

Yours faithfully,

For **Sastasundar Ventures Limited**

Pratap Singh
Company Secretary and Compliance Officer

Encl: As Above



“**HealthX** operates digital platform for **Pharmacy, Wellness and Diagnostics**
Providing **Accessible, Affordable, Scalable and Sustainable** person-centric health care solution”

Sastasundar Ventures Limited

*(Proposed name change to **Health X Platform Limited**)*

February 2026

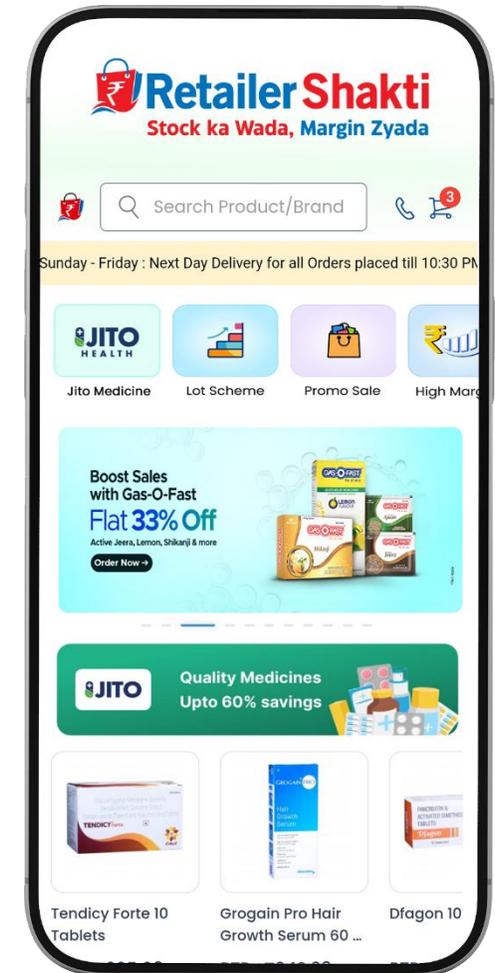
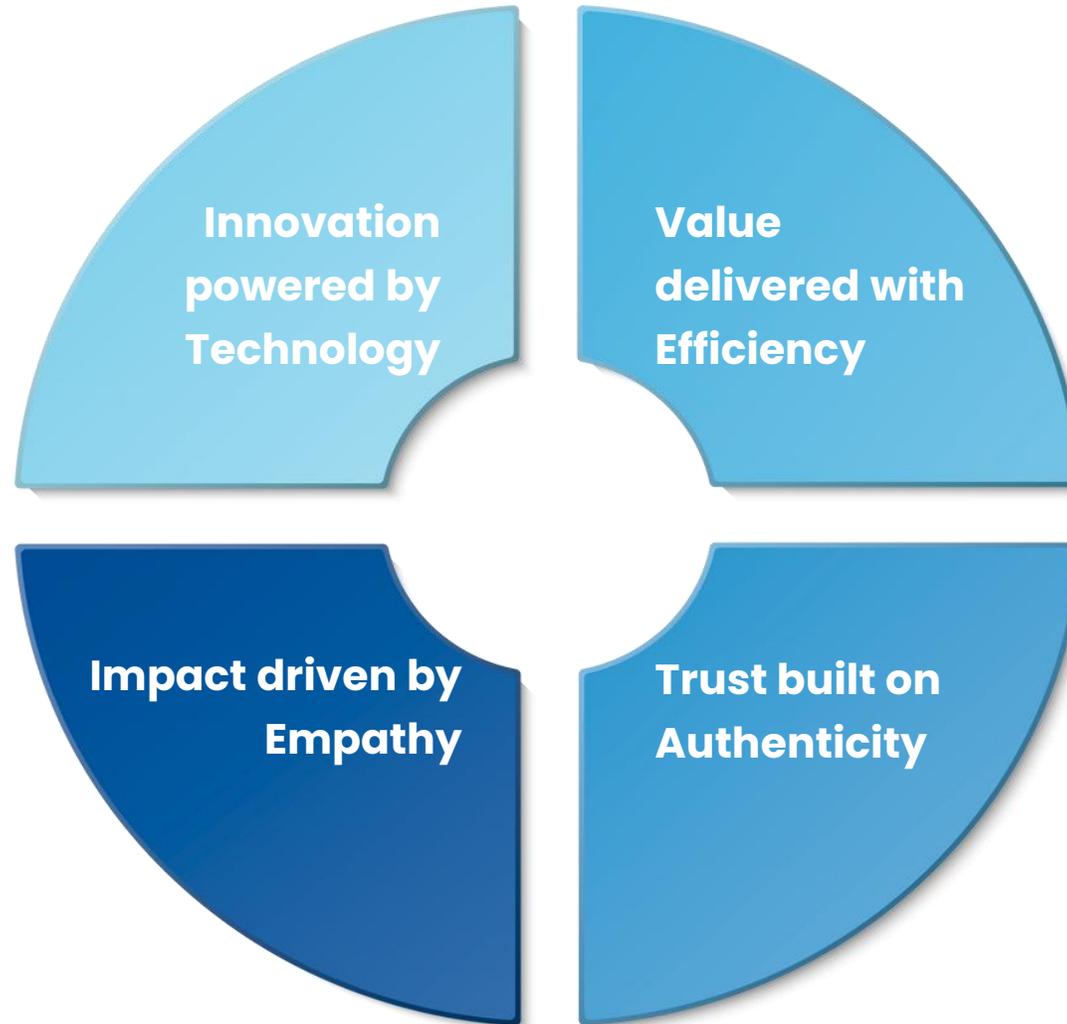
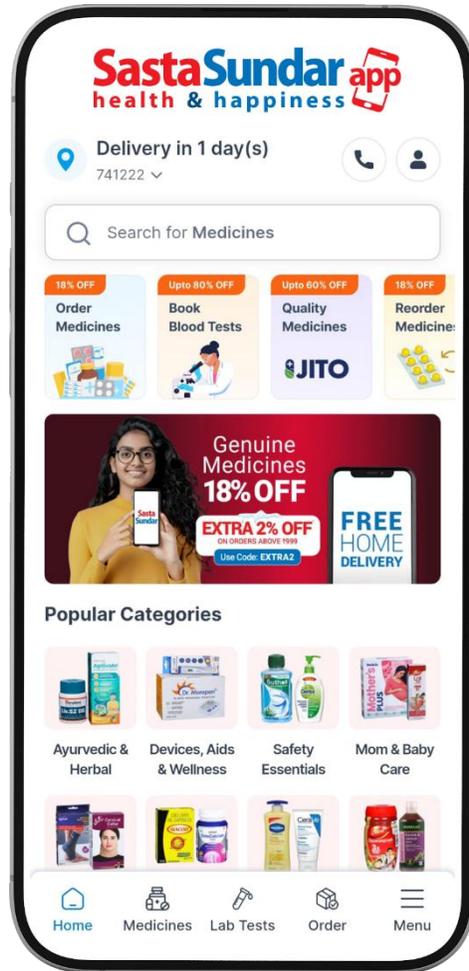
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The HealthX Ecosystem — X-Factor



Our Core Operating Capabilities



One Integrated Platform:

Controlling sourcing, storage, movement, healthtech enablement and last mile delivery

Our Unique Advantages: Unmatched Efficiency & Reach

Key capabilities that power our growth-oriented platform



Capital & Cost Efficiency

Lowest cost of operations;
highest capital efficiency



Exceptional Consumer Experience

Fast, reliable, and affordable solutions



Reach from Tier 1 Cities to Remote Villages

Profitable delivery across
all geographies



Positive Economics for Every Order

Serving all customers, even
smallest orders

Delivering the most efficient, broadest-reaching, and cost-effective healthcare

X-Factors for Consumers

Delivering exceptional value in healthcare solutions



**100% Authentic
Products & Services**



**Counseling
& Health Informations**



**Personalized Services
Using Data & AI**



**Maximum
Discounts**



**Complete Order
Fulfillment**



**Shop-in-Shop for
Quality Generics**



**Wide Variety of
Wellness Products**



**Promise Deliver
Every Time**

Value Creation for Retail Pharmacies



Reliable fulfillment of all
medicine needs.



Clear discounts and
schemes, transparent price



Better margins
instead of credit



Simple return process
for unsold/high inventory

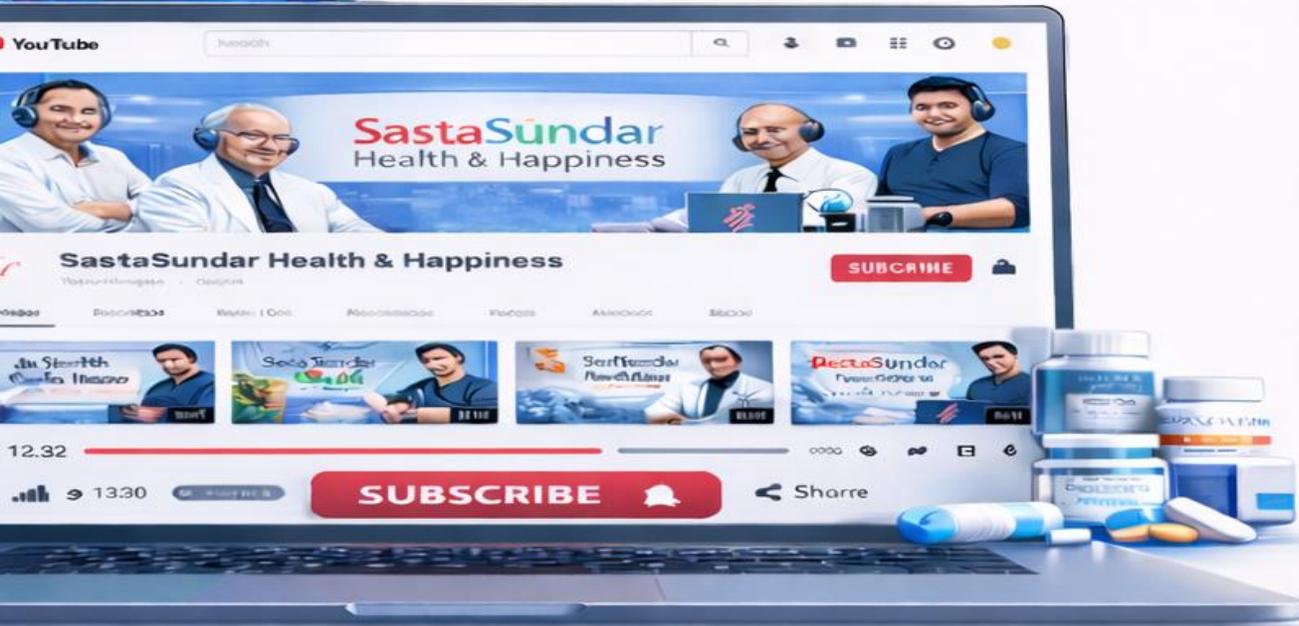


Helps reducing
inventory levels

YouTube Channel of Podcasts



 **Podcast**



Honest Information to Society

Providing genuine, reliable health information to the public.



Connecting with Doctors

Engaging renowned doctors to share insights, building trust.



Building Brand with Engagement

Enhancing brand awareness & loyalty through valuable content.



Brand Building Platform

Driving viewers to our platform and wellness products/services.



Revenue Generating Platform

Already monetizing with sponsorships & growing viewership.

A trusted channel educating viewers and connecting directly with expert doctors

Launching JITO: Quality Generic Medicine

Scaling Through 4 Formats:



SastaSundar App Shop-In-Shop

Comparison & search engine
for affordable JITO generics



RetailerShakti App Shop-In-Shop

Comparison & search for
retailers to stock JITO generics



Pharmacy Partnerships

Exclusive quality JITO generics
at partner pharmacies



Exclusive JITO Franchise Pharmacies

Dedicated pharmacies
for JITO quality generics

Affordable generics made widely accessible through digital platforms & pharmacy partnerships

Growth CAGR 30%+

1. Expanding wallet share of existing customers.
2. Expanding market shares by acquiring new customers.
3. Penetrating geography around existing 3 fulfillment centers. (Market Size as per IPM 50,000 Crs)
4. Opening new fulfillment centers. (Market Size as per IPM 46,000 Crs)
5. Category expansion in line with products that is wellness, personal care and beauty care.
6. Expanding services that is diagnostic, doctor consultation, quick health.

AI Integration across the value chain

1. Intelligent medicine & diagnostic counselling.
2. Consultation validation for quality assurance.
3. Wellness counselling and personalized recommendations.
4. Smart health records with automated briefing tools.
5. Backend process automation to enhance productivity.

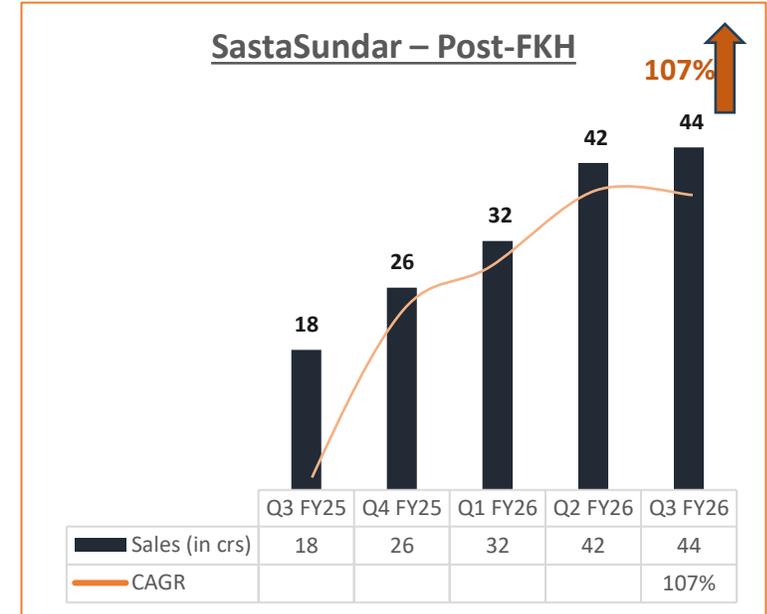
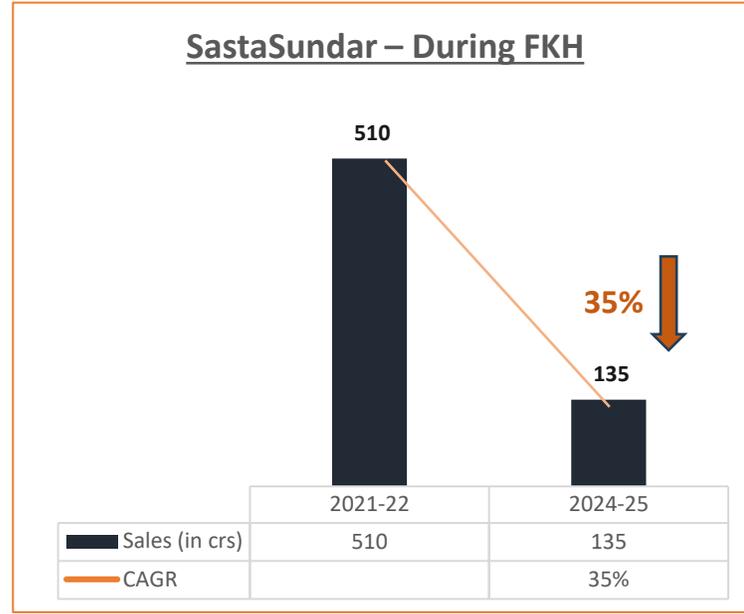
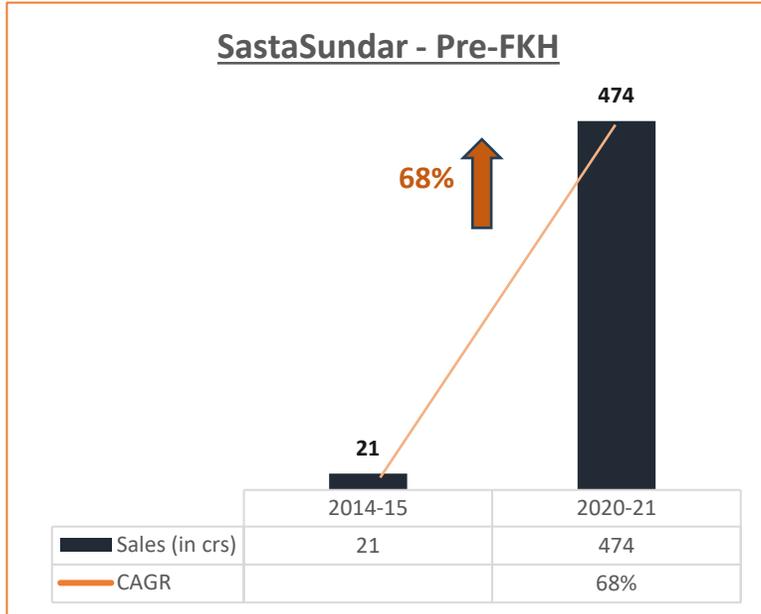
Profit and Cash flow generation

1. Revenue Growth.
2. Gross Margin Expansion.
3. Optimizing operating cost.
4. Monetization of digital property.

Scaling of Genu Diagnostic services

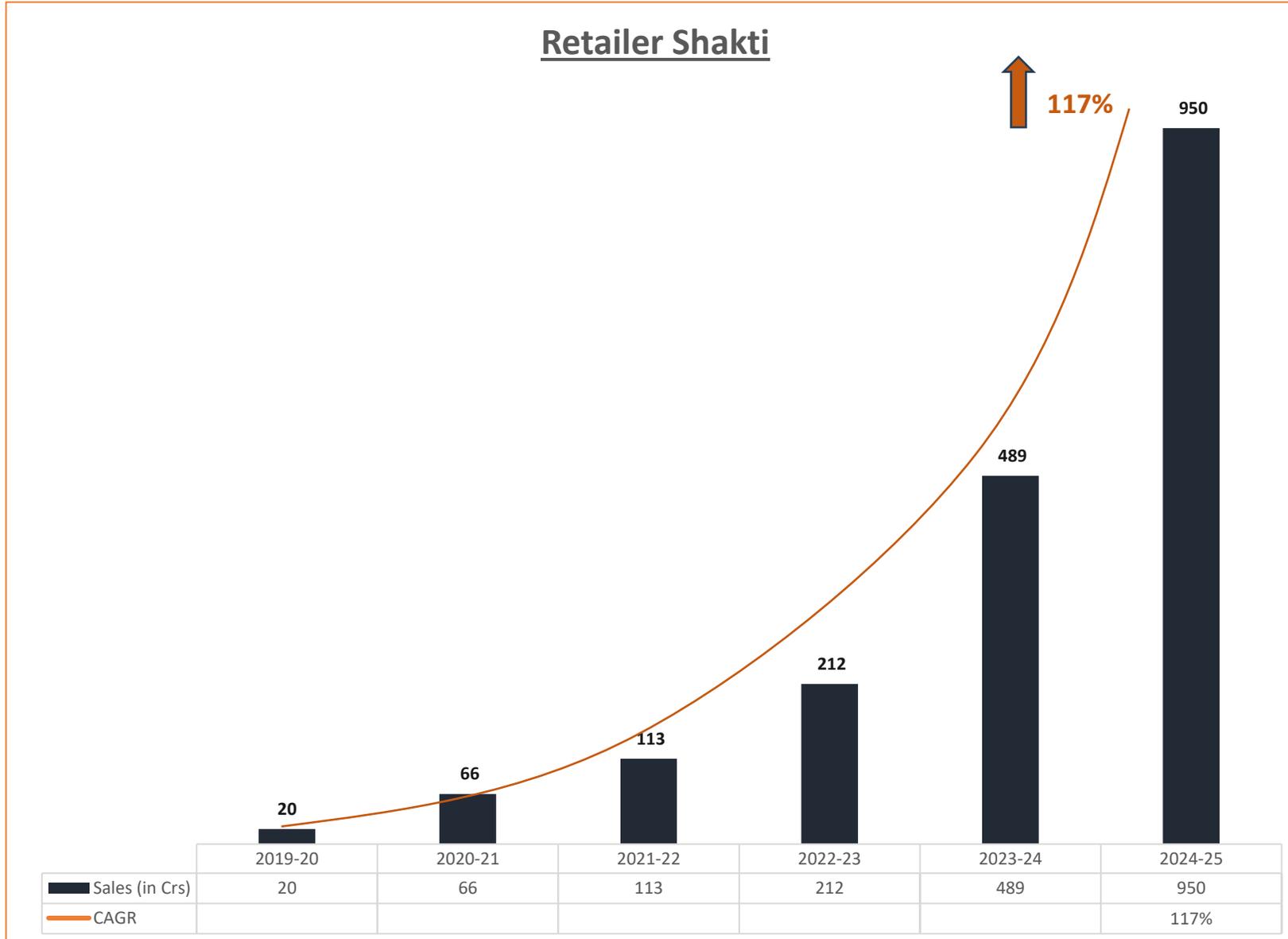
1. Grow SS App contribution in Diagnostic.
2. Enable retail pharmacies to book lab test.
3. Enable JITO franchise to book lab test.
4. Expand Healthbuddy participation in lab test bookings

Growth Track Record



Despite recent growth volatility during the partnership with Flipkart, the company successfully leveraged this transition as a strategic opportunity to regain full control. Following Flipkart's decision to streamline its healthcare operations, the partnership ended, resulting in the cessation of Flipkart Health+ as an associate company in FY25. By transitioning from a **25% minority stake back to 100% ownership**, the company is now fully capitalized and ideally positioned with complete operational control over the SastaSundar platform to drive future scaling.

Growth Track Record

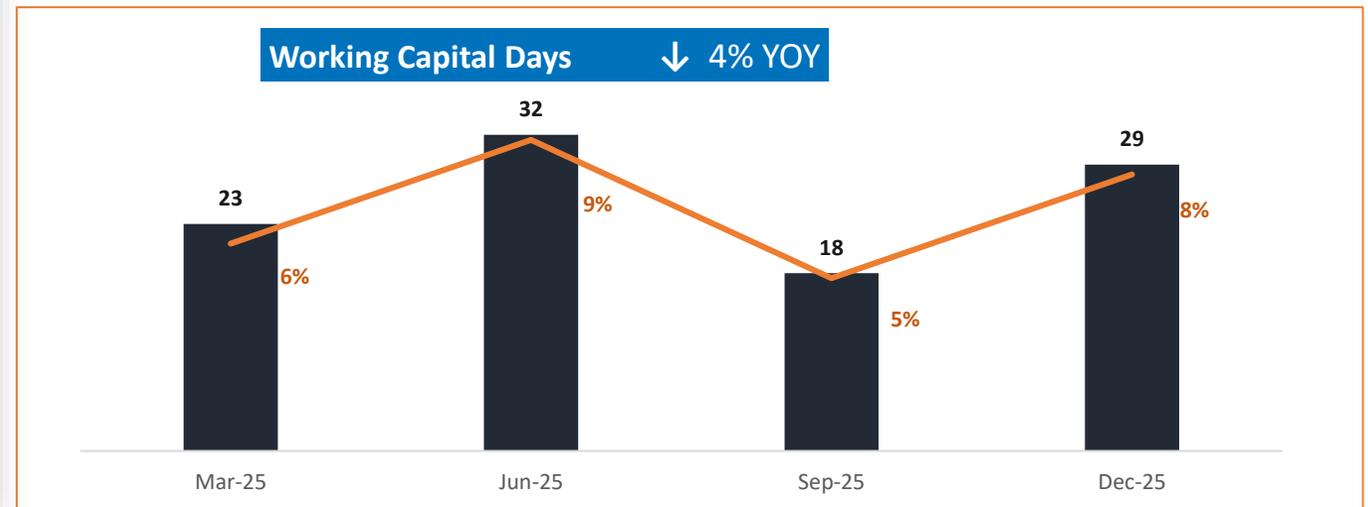


Capital Efficiency

Total Capital Deployed

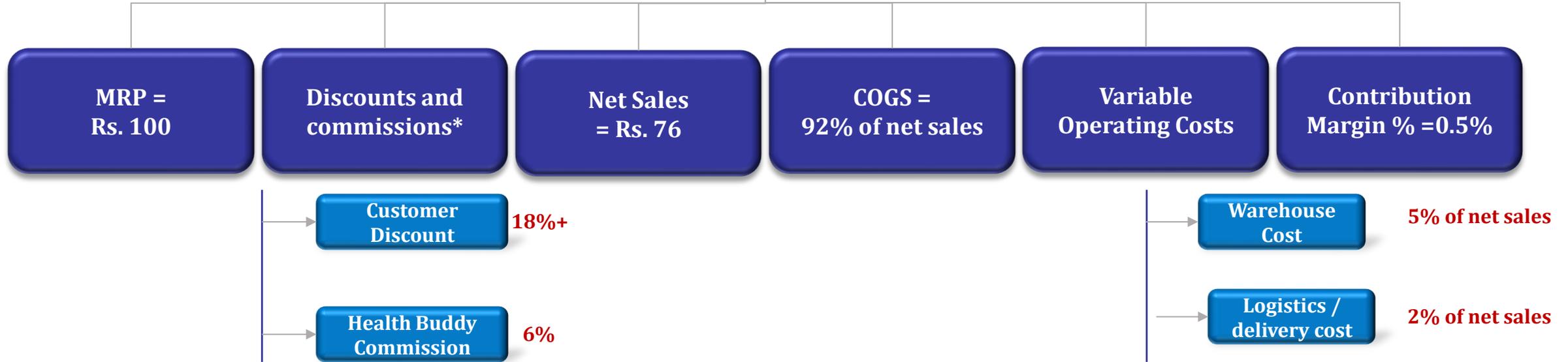
<u>Particulars</u>	<u>Amount (₹ in Crs)</u>
Total Capital Raised	352
Cost of Capital (post-tax) @9% P.A XIRR	431
Total Capital deployed with cost of capital	783
Capital Bought back	(100)
Net Capital after Buy Back	683
Treasury in SHBL	(403)
Net assets in SHBL	(197)
Capital deployed in IPR of Business	83

<u>Working Capital</u>	<u>Quarter ended</u>			
<u>Working Capital (No of Days)</u>	<u>Mar-25</u>	<u>Jun-25</u>	<u>Sep-25</u>	<u>Dec-25</u>
Inventory	35	36	34	34
Receivable	7	6	6	5
Payable	19	11	22	9
Working Capital (No of Days)	23	32	18	29
Working Capital % of Revenue	6%	9%	5%	8%
Working Capital ₹ in Crs	73	95	60	109



Structurally lower-cost model enabling sustainable customer discounts

Franchise led model : leverage + benefits passed to the customers



SastaSundar Owns customers, controls pricing; captures platform margin after HealthBuddy & Logistics

HealthBuddy Earns ~6.15% commission per order; carries minimal inventory and local operating expenditures

Aspect	Company owning stores	Health Buddy
Store Cost	10-12% opex (400sqft, 40k SKUs)	6% (asset-light franchise)
Inventory	High risk/capex	Zero Inventory model
WC Days	75-80	Nil

**The discount and cost structure is variable in nature and subject to change from time to time. Please read the data as an example only.*

Key Data Points

Within **24 Hours** Delivery Model
for **90% of orders**

50k+ SKUs from **700+** Vendors

293+
HealthBuddies

2600+ Employees

62K
Retail Pharmacies

Purchase return (PDRN) **less than 1%**, the
lowest in the industry.

More than **95%** Purchase directly from
Pharma companies without paying a single
rupee to purchase any right

Geographic Footprint: A Proven Model from Tier 1 to Rural

For the month of Dec-25	Retailer Shakti	
Areas	Sales Value (Rs in cr)	Weighted average (%)
Tier 1 (Urban Area)	42.5	45.0%
Tier 2 (Semi Urban Area)	32.2	34.0%
Tier 3 (Rural Area)	19.8	20.9%
Total Sales	94.5	100.0%

For the month of Dec-25	SastaSundar	
Areas	Sales Value (Rs in cr)	Weighted average (%)
Tier 1 (Urban Area)	3.3	21.7%
Tier 2 (Semi Urban Area)	7.1	47.5%
Tier 3 (Rural Area)	4.6	30.8%
Total Sales	15.0	100.0%

1. **Market Versatility:** The data demonstrates a **balanced revenue mix**, proving the platform's adaptability to both high-density Tier 1 markets and logistics-heavy Tier 3 regions.
2. **Deep Rural Inclusion:** Over **78% of SS business** and **55% of RS business** is driven by Tier 2 and Tier 3 markets, validating our core mission of democratizing healthcare access beyond metros.
3. **Optimized Distribution:** While RS maintains a strong urban stronghold (45% in Tier 1), the **significant footprint in Semi-Urban and Rural areas** showcases our robust supply chain capability in "last-mile" connectivity.
4. **Scalability:** This geographic distribution confirms a scalable model that is **not dependent on a single demographic**, mitigating regional economic risks.

Built to Profitably Serve Even the Smallest Order

RETAILER SHAKTI (RS)

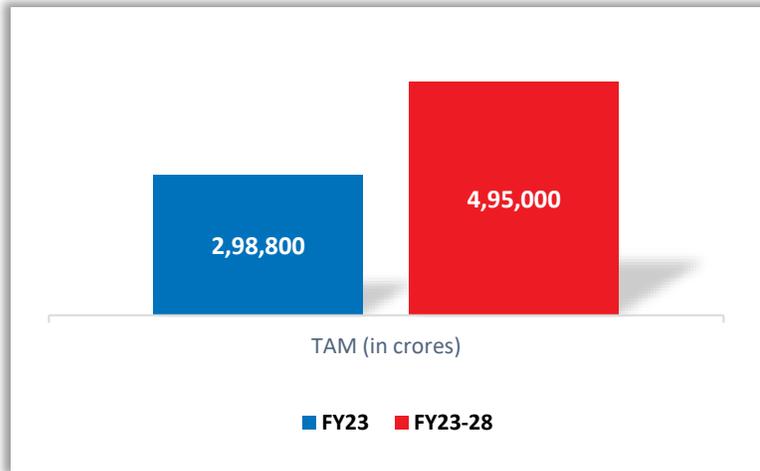
<u>Range</u>	<u>RS in %</u>
Upto Rs 1000	2.3%
Rs 1001-2500	19.3%
Rs 2501-5000	24.6%
Rs 5001-10000	25.3%
Above 10000	28.5%
Total	100.0%

SASTASUNDAR (SS)

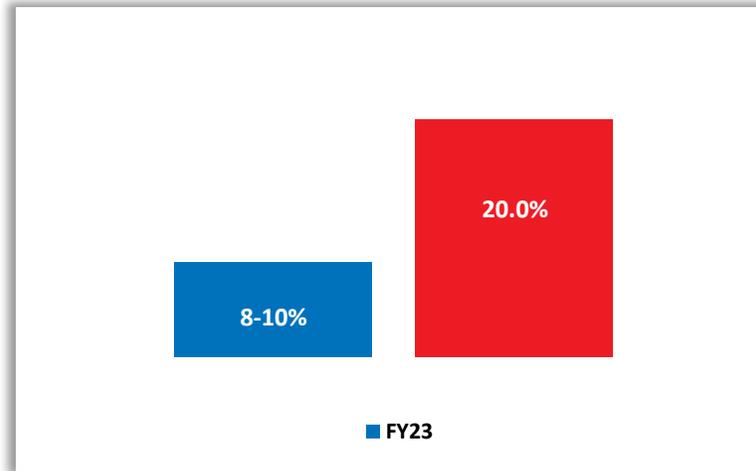
<u>Order Range</u>	<u>SS in %</u>
Upto Rs 500	36.2%
Rs 501-1000	23.3%
Above 1001	40.5%
Total	100.0%

1. **High-Value Dominance:** Over **53.80%** of Retailer Shakti (RS) business is concentrated order over and above ₹5,000, reflecting deep customer trust and significant logistical efficiency.
2. **B2B Efficiency (Retailer Shakti):** With **78.4%** of business coming from range above ₹2,500, RS demonstrates a highly efficient B2B model where retailers consolidate their requirements, leading to better operational margins.
3. **Balanced Order Mix (SastaSundar):** The SS model showcases a healthy, diversified distribution, with **40.5% of total orders** exceeding the ₹1,001 threshold, indicating a robust and consistent consumer basket size.
4. **Strategic Frequency Funnel:** The **36.2% of SS orders** under ₹500 reflects our deep market reach and **success in capturing high-frequency daily healthcare needs**, serving as a high-velocity acquisition tool that integrates new and existing users into our ecosystem.
5. **Outcome:** The concentration in higher value ranges provides a "**protective cushion**" against the high costs associated with small-ticket logistics, ensuring a sustainable path to profitability.

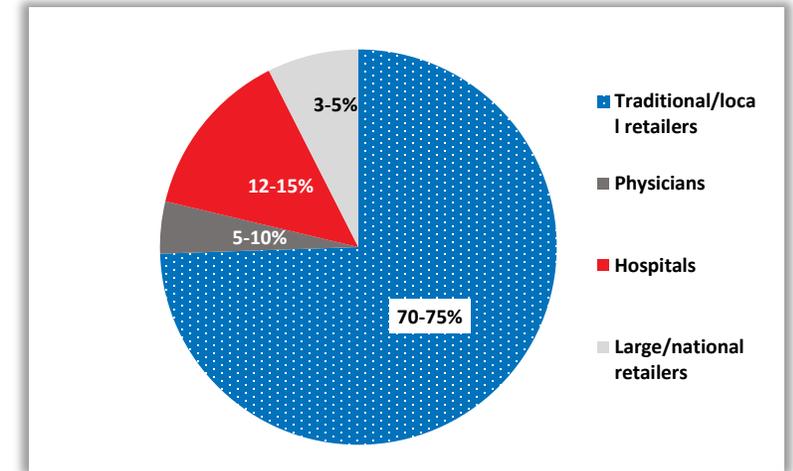
Large And Growing TAM



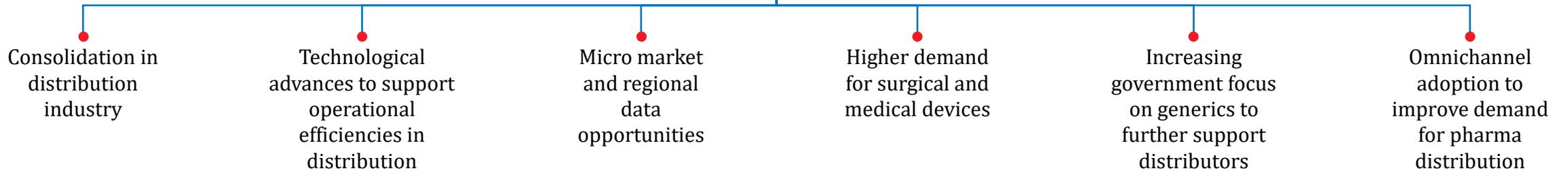
Led by increasing share of national distributors



Traditional and local retailers dominated industry



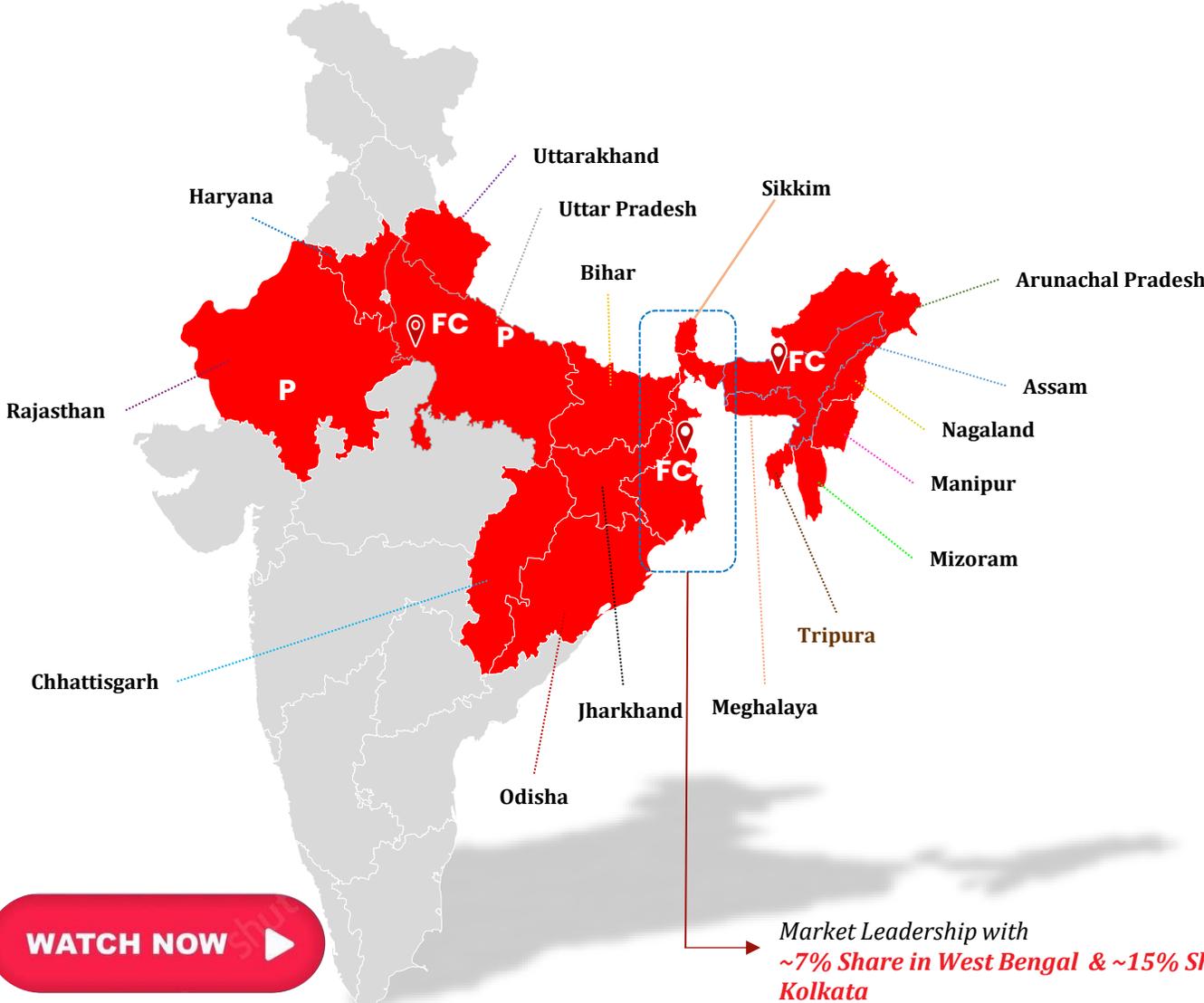
Key trends



India's Largest Pharma Fulfillment Centre powering the profitable growth

The areas in Red shows our current areas of operation.

The mark "FC" signifying "Fulfillment Centres", shows our location of current FCs and the mark "P" shows the location of our planned new FC.



WATCH NOW 

Warehouses	Existing Capacity (Sq. Ft. Approx.)	Additional Capacity
West Bengal	1,56,000	80,000
Noida	39,500	100,000
Guwahati	25,800	75,000
Lucknow (New FC)	-	75,000
Udaipur (New FC)	-	75,000
Total	2,21,300	4,05,000

-  Automated with AI-led picking, sorting & routing.
-  Driving lower manpower cost and higher throughput.
-  Maximum delivery within 24 hours.
-  New fulfillment centres in Udaipur and Lucknow to improve coverage across Northern India – decongesting Noida and reducing delivery lead times.



B.L. Mittal

Mr. B.L. Mittal, a visionary entrepreneur and philanthropist, is the founder of SastaSundar and RetailerShakti, leading healthcare digital platforms, and wealth management firms Microsec and Club Kautilya. A distinguished fellow member of ICAI, ICAI, ICSI and the ICMAI, he exemplifies excellence in his fields with more than 35 years of experience under his belt. As a founding trustee of the Microsec Foundation, he contributes to societal betterment. Guided by values of authenticity "Being Genuine" and a joyful, "Being Child" spirit, Mr. Mittal's journey reflects his dedication to innovation and social impact.



Ravi Kant Sharma

Ravi Kant Sharma is a fellow member of the Institute of Chartered Accountants of India (ICAI). After completing his education, he along-with Banwari Lal Mittal founded financial services business in the year 2000 and in the last 25 years he has scaled the business from a team of two people to a team of 2600+ people. He has more than 30 years of experience in financial services and managing Healthcare platforms. Deep analytical skills and having strong emotional connect are his personal strength.



Vikash Somani
National Head: Operations

Qualifications:
MBA, CFA, M.com

Experience:
20+ years of experience in supply chain, efficient inventory management & planning



Mahesh Singhi
Chief Revenue Officer

Qualifications:
B.Com (H)

Experience:
20+ years of experience with deep expertise in building omni channel, end to end execution across marketing & strategy.



Pankaj Sharma
National Head: Logistics

Qualifications:
B.Com (H)

Experience:
25+ Years in corporates as HEAD of franchisee business with deep expertise in mobility and last mile delivery.



Vinay Khaitan
Chief Technology Officer (CTO)

Qualifications:
B.Tech

Experience:
Seasoned Tech professional with 27+ years of experience in Technology & Systems



Lokesh Agarwal
Chief Financial Officer (CFO)

Qualifications:
FCA

Experience:
15 years experience in Finance, Taxation and Control.

Q3 FY26 Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Q3 FY26	Q3 FY25	Y-o-Y	Q2 FY26	Q-o-Q	9M FY 25-26	9M FY 24-25	Y-o-Y
Revenue from Operations	341.3	279.8	22.0%	307.9	10.8%	927.8	806.2	15.1%
Cost of Materials Consumed	315.2	263.0		285.0		857.8	752.1	
Gross Profit	26.1	16.8	55.3%	22.9	13.7%	70.0	54.1	29.4%
GP %	7.6%	6.0%		7.5%		7.5%	6.7%	
Employee Benefits Expense	21.7	11.2		19.9		58.9	33.5	
Other Expenses	19.2	30.7		19.1		55.7	70.4	
EBITDA	(14.8)	(25.2)		(16.0)		(44.6)	(49.8)	
EBITDA %	(4.3%)	(9.0%)		(5.2%)		(4.8%)	(6.2%)	
Other Income [#]	18.1	(10.4)		(1.1)		62.2	57.1	
Depreciation and Amortisation Expense	2.2	1.4		1.3		4.7	4.5	
EBIT	1.1	(37.0)		(18.4)		12.9	2.8	
Finance Costs	0.2	0.1		0.0		0.3	0.2	
Exceptional Items	0.0	(2.2)		(0.2)		(0.2)	(190.9)	
PBT	0.9	(39.3)		(18.6)		12.5	(188.3)	
Total Tax Expense/ (Income)	0.6	0.8		(3.2)		0.9	(47.9)	
Profit for the period/Year	0.4	(40.0)		(15.4)		11.5	(140.3)	
PAT %	0.1%	(14.3%)		(5.0%)		1.2%	(17.4%)	
Share of profit/(loss) from Associate	0.0	2.2		0.0		0.0	(10.8)	
Profit for the period/Year	0.4	(37.8)		(15.4)		11.5	(151.2)	

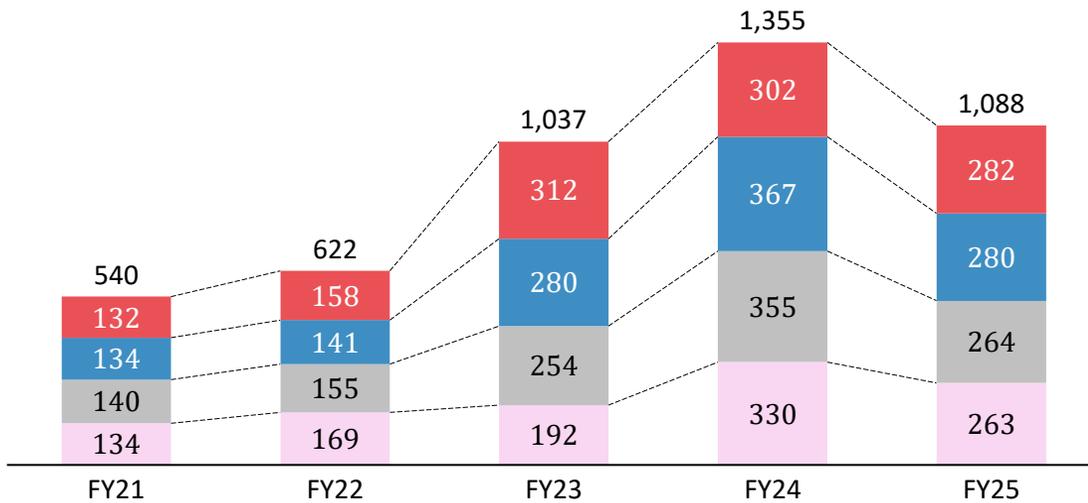
[#] Other Income includes financial service income

Breakup of Revenue (Vertical)

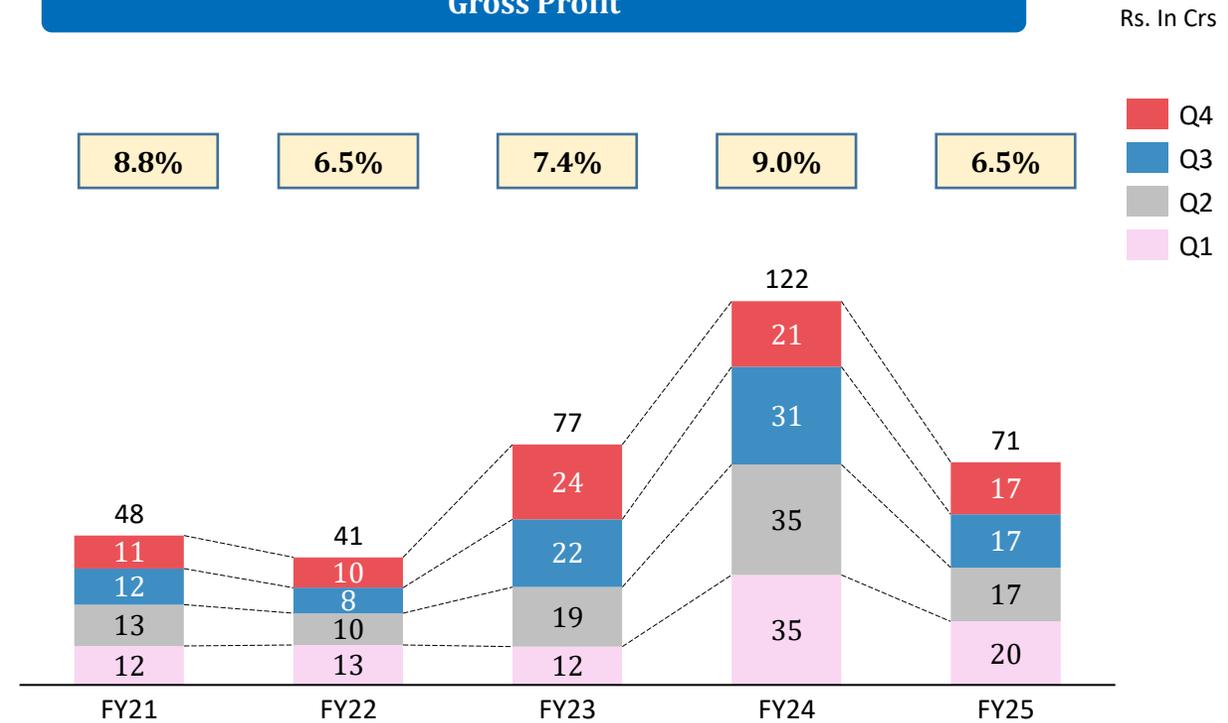
Particulars (Rs. Crs)	Q3 FY26	Q3 FY25	Q2 FY26	9M FY26
Supply chain				
SastaSundar	43.3	17.6	39.4	116.0
Retailer Shakti	297.6	261.5	267.8	810.0
Diagnostics	0.4	0.7	0.7	1.8
Healthcare Network	341.3	279.8	307.9	927.8
Financial Services	18.1	(10.4)	(1.1)	62.2
Total Revenue	359.4	269.5	306.8	990.0

Annual Financial Highlights

Revenue from Operations



Gross Profit



Historical Consolidated Profit & Loss Statement

Particulars (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Revenue from Operations	1,088.5	1,355.2	1,036.9	623.0	540.0
Cost of Materials Consumed	1017.4	1232.8	960.4	582.5	492.5
Gross Profit	71.1	122.4	76.5	40.5	47.5
GP %	6.5%	9.0%	7.4%	6.5%	8.8%
Employee Benefits Expense	49.8	49.0	45.3	43.9	29.1
Other Expenses	99.8	88.5	78.0	53.7	40.9
EBITDA	(78.5)	(15.1)	(46.8)	(57.1)	(22.5)
EBITDA %	(7.2%)	(1.1%)	(4.5%)	(9.2%)	(4.2%)
Other Income [#]	82.3	81.0	26.5	20.1	11.6
Depreciation and Amortisation Expense	5.8	9.1	8.2	4.2	4.5
EBIT	(2.0)	56.7	(28.5)	(41.2)	(15.4)
Finance Costs	0.2	1.0	0.9	1.6	1.0
Exceptional Items	(190.6)	0.0	(8.0)	1,157.5	0.0
PBT	(192.9)	55.7	(37.4)	1,114.7	(16.4)
Tax Expense	(70.1)	(36.4)	(22.8)	244.4	0.7
PBT before Share of Associate	(122.7)	92.0	(14.6)	870.3	(17.1)
Share from Associate	(10.8)	(86.2)	(84.9)	(5.2)	0.0
Profit for the year	(133.5)	5.9	(99.5)	865.1	(17.1)
PAT %	(12.3%)	(0.4%)	(9.6%)	138.9%	(3.2%)
EPS	(28.66)	2.79	(22.70)	197.04	(3.27)

[#] Other Income includes financial service income

Historical Consolidated Balance Sheet

Equity & Liabilities (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Equity Share Capital	31.8	31.8	31.8	31.8	31.8
Other Equity #	832.7	967.7	961.7	1,062.4	197.6
Total Equity	864.5	999.5	993.5	1,094.2	229.4
Non-Financial Liabilities					
(i) Borrowings	0.0	0.0	0.0	0.0	0.0
(ii) Other Financial Liabilities	5.3	3.3	8.2	3.5	1.5
Provisions	7.2	5.4	4.5	2.1	1.9
Tax Liabilities (Net)	5.4	2.6	24.1	17.9	0.0
Deferred Tax Liabilities (Net)	4.0	67.6	92.5	113.7	0.1
Total Non-Financial Liabilities	21.9	79.0	129.3	137.2	3.5
Financial Liabilities					
(i) Borrowings	0.0	0.0	0.0	0.0	9.8
(ii) Lease Liabilities	0.9	3.9	9.3	1.9	2.7
(iii) Trade Payables	58.8	42.5	57.0	33.0	38.6
Other Current Liabilities	28.3	24.7	16.7	11.5	8.6
Total Financial Liabilities	87.9	71.1	83.0	46.4	59.7
Total Equity & Liabilities	974.4	1,149.6	1,205.8	1,277.8	292.6

Other Equity includes non-controlling interest

Assets (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Property, Plant and Equipment	63.4	71.6	68.1	57.2	57.3
Capital Work-in-Progress	10.2	0.4	1.0	0.4	0.1
Intangibles Assets	0.1	0.1	0.1	0.1	0.4
Goodwill on Consolidation	36.1	36.1	36.1	36.1	52.7
Tax Assets (Net)	7.1	1.9	4.4	2.3	2.2
Deferred Tax Assets	11.2	0.4	1.8	0.0	0.0
Investment Property	2.3	2.4	2.6	0.0	0.0
Other Non-Current Assets	36.8	34.5	45.8	24.9	18.7
Assets classified as held for sale	0.1	0.0	0.0	0.0	0.0
Total Non-Current Assets	167.3	147.4	159.9	121.0	131.4
Inventories	110.3	115.8	180.8	113.6	77.2
Financial Assets					
(i) Investments	575.4	676.1	512.8	666.0	43.4
(ii) Trade Receivable	10.0	34.8	35.1	21.2	13.6
(iii) Cash and Cash Equivalents	12.4	31.3	31.7	13.0	12.0
(iv) Other Bank Balances	0.0	15.4	163.5	199.4	0.8
(v) Loans	9.0	8.3	8.0	9.6	8.2
Other Current Assets	89.9	120.5	114.0	134.0	6.0
Total Current Assets	807.0	1,002.2	1,045.9	1,156.8	161.2
Total Assets	974.4	1,149.6	1,205.8	1,277.8	292.6

Historical Consolidated Cash Flow Statement

Particulars (Rs. Crs)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Cash Flow from Operating Activities					
Profit before Tax	(203.7)	(30.5)	(122.3)	1,109.5	(16.4)
Adjustment for Non-Operating Items	138.1	25.8	84.0	(1,151.0)	(3.2)
Operating Profit before Working Capital Changes	(65.5)	(4.6)	(38.3)	(41.5)	(19.6)
Changes in Working Capital	52.7	46.6	(77.7)	(52.7)	(9.9)
Cash Generated from Operations	(12.9)	42.0	(116.0)	(94.2)	(29.5)
Less: Direct Taxes paid	(4.5)	(6.1)	4.0	(112.9)	(1.0)
Net Cash from Operating Activities	(17.3)	35.9	(112.0)	(207.1)	(30.5)
Cash Flow from Investing Activities	(1.1)	(33.9)	132.5	219.5	21.4
Cash Flow from Financing Activities	(0.4)	(2.4)	(1.8)	(11.4)	3.7
Net increase/ (decrease) in Cash & Cash Equivalent	(18.9)	(0.4)	18.7	1.0	(5.4)
Cash & Cash Equivalents at the beginning of the year	31.3	31.7	13.0	12.0	17.5
Cash & Cash Equivalents at the end of the year	12.4	31.3	31.7	13.0	12.0

'Being Genuine' is Our Core Value

'Being Child' is Our Culture



Nothing can be more Genuine than our Mothers' Love

BEING GENUINE

OUR CORE VALUE

We ensure that all our products and services are 100% Genuine.

SastaSundar app
health & happiness

Retailer Shakti
Stock ka Wada, Margin Zyada



'BEING CHILD'

IS OUR CULTURE

LIKE CHILD-
'Innovate', 'Don't Discriminate',
'Connect Emotionally' & 'Grow Everyday'.

SastaSundar app
health & happiness

Retailer Shakti
Stock ka Wada, Margin Zyada



**Thank
You**

Company:

SastaSundar
health & happiness

SastaSundar Ventures Limited

CIN: L65993WB1989PLC047002

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